

NOVEMBER 7, 1960 THE AMUSEMENT INDUSTRY'S LEADING NEWSWEEKLY

Agents Seek Seasoned Performers In Preference to Teen Whizzes

By BEN GREYATT

NEW YORK — A veritable old home week of British music and showmen has been noted here in recent weeks with top club impresarios from London rubbing elbows with TV officials and booking agents in a never-ending quest for American talent. Interestingly enough, there now appears to be a marked change in the type of talent the Britishers are looking for over the type most commonly sought two years ago.

At that time, in the heyday of the phenomenon known as the rock in pop music, the emphasis was very much in the direction of the so-called overnight teen-disk sensation. As soon as an American artist hit the British pop charts at that time, a scramble would ensue among bookers to get the singer or the guitar player into London quickly.

Seek Pros

Judging by current bookings, the British are now reverting to the seasoned performer as the No. 1 booking target, rather than the youthful artist who may be high on gimmicked sound but slim on stage presence. The British have traditionally placed a high value on the commodity of performance.

Some of the recent impetus in this direction is thought to have been generated thru the highly successful engagement of Sammy Davis Jr., in the Pigalle Club last May. Currently, Eartha Kitt is holding forth in another club, the Talk of the Town, and doing turn-away business. Lena Horne also en-

NEW YORK—British bookers, now on a kick to bring in top film and night club name attractions, have not, however, entirely discarded themselves from pop ready-made success. The new arrival is Sir Bobby Jones is just now winding up a successful tour of the provinces. Announced this week are upcoming tours there by Brook Benton and Neil Sedaka. Oddly enough, neither has been successful on the British charts. Both are expected early in 1961 with the strong possibility that Benton will be teamed on tour with Shirley Bassey, heading off the threat, expected too, of an early, but not for Bobby Rydell, while Gene Vincent, who spent close to six months in Britain last season, is reported ready to return for a one-month tour with the new arrival, Chris Wayne and The Echoes.

BUFFALO — The "Sing Along" album trend has inspired radio Station WEBB here to revamp its entire music schedule to a "sing along" format, described as "majority appeal" programming.

Created by program promotion chief Bill Schweitzer, the "sing along" format utilizes "sing along" album selections 50 per cent of the program—one day, plus other selections which "match in mood, spirit or nostalgia" the community sing-styled sides.

When a sufficient amount of "sing along" material is available, the station plans to program "sing along" exclusively. Tagged "WEBR 970 Sing Along Radio," the new format, considered unique in the U. S. radio field, was launched here last month with an all-out promotional campaign. Elaborate tabloids, featuring lyrics to some 200 "sing along" songs, were included in local newspapers, along with special ad campaigns. The song sheets were designed to enable listeners to sing along on the air.

They also are part of a contest, whereby, if a dialer is telephoned by WEBB and sings one chorus on the phone, he wins a transistor radio and a recording of his voice. To be eligible listeners must join a Sing Along Club, which they do by mailing their name, address and phone number to the station. Membership blanks on the Sing Along

(Continued on page 21)

Mfrs. Risk Higher Price Tags to Achieve That 'Extra Something'

By JUNE BUNDY

NEW YORK—Stepped up competition in the album sales field and an increasingly heavy output of new LP product has sparked an unprecedented search by diskeries for new dimensions in album packaging.

Sales on much orthodox I.P. product these days are not what they used to be, and manufacturers are more and more finding a greater need to give their album releases an extra fillip, via unusual or off beat material — elaborate packaging, recorded on the spot "live performances, and a variety of premium-type merchandising gimmicks.

None of the so-called "new" packaging techniques are really new, but, heretofore, such experiments have been carried out on a widely spaced, irregular basis. The manufacturers relied on orthodox album product (standards by established artists, etc.) for the bulk of their sales.

Today, practically every album release includes one or more albums which would have been considered experimental a year ago. Since many of the new packages are more costly to produce (than regular LP's), they usually carry a higher price tag, thereby increasing the risk already inherent in a "different" package idea. If the

higher-priced gimmick-package involves an established artist, the risk is even stronger, since the package might very well have sold considerably more if released in regular \$3.98 album form.

Nevertheless the more enterprising labels are convinced that the only way to keep pace in the LP sales market today is to come up with new dimensions in LP packaging, thereby safe-guarding the sales pull of its established talent over the long haul, and giving new artists an added plus.

An outstanding example of this is Capitol's successful experiment with the new Nat King Cole album "Wild Is Love," which features a score by two comparatively unknown writers—Dottie Wayne and Ray Rasch—and a price tag of \$7.98. The expensive double fold package also features a bound-in insert with a flock of photographs—shot especially for the LP—illustrating Cole's narration. In spite of the lack of standard tunes and the high price, the Cole package is one of Capitol's top sellers—No. 9 on The Billboard's stereo action chart and No. 10 on the monophonic action album list this week.

Bidding for original cast albums on Broadway shows and movie sound tracks continues at a frantic pace and labels are gambling on off-Broadway packages which not so long ago wouldn't have had a

(Continued on page 16)

One-Stops Meet in Chicago to

Discuss Mutual Business Problems . . .
An undisclosed number of one-stop distributors gathered this week in Chicago for an informal exchange of views on problems affecting their business. Session was called by Bill McGuire of Lormar Distributors, Chicago. Price-cutters, transshipping, and manufacturer support of doubtful credit risks, were among topics discussed. . . . **Page 2**

mong

Columbia Appoints V.P.

For Latin Operations . . .
Columbia Records this week named Peter de Rougemont to the post of vice-president of the firm's Latin and South American operations, indicating the growing importance to Columbia of the South American record market.

Page 3

Oren Harris Keynotes CMA Meets

The responsibilities of broadcasters to operate in the public interest were spelled out by Congressman Oren Harris at the ninth annual

Country Music Festival in Nashville last week.

Harris was the keynote speaker. Capitol Records' Ken Nelson was elected president of the Country Music Association, succeeding Connie B. Gay, and RCA Victor's Steve Sholes was named chairman of the board. Outgoing president Gay proposed the association schedule a "crash program" to better acquaint Madison Avenue with country music. Page 4

DEPARTMENT AND FEATURES

Amusement Park	59	Music	59
Circulation	59	Music Pop Charts	59
Arena, Auditorium	57	Top LP's	59
Breastliner	57	Minor Pop Hits	59
Audio Products	58	Top 100	59
Books	58	Tomorrow's Top	59
Carroll, C. G.	58	Top LP's	59
Current Troubling	59	Top LP's	59
Classified Ads	63	Music Record Reviews	59
Can. Merchant	63	This Week's LP's	59
Can. Merchant	63	Singles	45-46
Can. Merchant	63	Butler/RumZones	59
Can. Merchant	63	Routes	59
Can. Merchant	63	Show News	59
Can. Merchant	63	Shows on Road	59
Can. Merchant	63	TV-M-R	59

NEW YORK — The search for new package ideas has sparked a new service. Connie DeNave, heretofore a press agent for young disk artists, is setting up an album packaging department, with special emphasis on LP gimmicks for teen-aged record buyers.

Miss DeNave has already handled album designs for the new Conway Twitty LP on M-G-M (see story on this page) and Dion and the Belmonts on Laurie, and is currently working on a package for Chubby Checker. Her service in-

cludes the original gimmick-idea, shooting and selection of all photography, art work, liner notes and copy. Staff photographer Michael Levin will supervise all shooting and a full-time art director will be appointed shortly.

Pa. Dealers Speak; Col. Brass Listens

Both Sides Satisfied With Meet
Re One-Stop, Return Problems

By MAURICE ORODENKER
PHILADELPHIA — The Pennsylvania Record Dealers Association, in its efforts to curb the "one-stop" record shops and other malpractices in the business, have taken their complaints directly to the record manufacturers. And as a result of an initial meeting with Columbia Records officials, with most satisfactory results reported on both sides, association officials are planning to hold similar meetings with other recording company officials.

The first of such meetings, believed to be the first time ever held by any trade group in the country, brought William Gallagher, Columbia Records vice-pres-

ident and general sales manager, to Philadelphia. He was accompanied by Harvey Schein, legal counsel, and met with association officials in the offices of Isadore Ostroff, counsel for the retailers. While many grievances and prob-

(Continued on page 18)

Decca Sets 'Five-Star' Yule Promo

NEW YORK—Decca and Coral Records have unveiled a "five star" Christmas promotion program, incorporating new singles, new packages, Christmas standard singles and packages and special Decca sets designed for giving.

A number of singles are being prepared with four-color sleeve covers which carry the slogan, "The best Christmas music on Decca Records." These include the traditional Bing Crosby version of "White Christmas." Two other singles have been taken from the Sammy Kaye debut album, titled "Christmas Day With Sammy Kaye." A new country Christmas single by Jimmy Martin is titled "Old Fashioned Christmas" and Brenda Lee has a new one in "Rocking Around the Christmas Tree." The label is also re-releasing Bobby Helms' "Jingle Bell Rock."

On the package front, "The Greatest Album of German Christmas Hymns," The Regent-burg Cathedral Boys Choir Sing Christmas Songs," the Sammy Kaye set, and a new Coral package titled, "Merry Christmas From..." including such artists as Teresa Brewer, the McGuire Sisters and the Ames Brothers. Attractive litho books have been designed, highlighting the special program of Christmas merchandise.

Victor Gets 'Wong' Score

NEW YORK—RCA Victor has obtained the sound-track rights to all the instrumental music from the new William Holden film, "The World of Suzie Wong." George Dunning scored and conducted the music.

In addition to writing original music for the movie, Dunning arranged the pop standards which are woven into the background. Victor recently released a single by the Ames Brothers on the title tune which is sung by the group behind the movie's main title.

Roost Ups Jazz Album Price \$1

NEW YORK—Roulette Records is upping the suggested list price on its jazz album line, Roost Records. The new suggested list price is \$1.00, up from \$0.98 monoaural, and from \$1.48 stereo, effective immediately.

The latest Roost LP is "Stittville" by Sonny Stitt. Other Roost releases include releases by Art Tatum, Erroll Garner, the late Charlie Parker, Dizzy Gillespie, Johnny Smith, Stan Getz, Johnny Smith, Smith is Roost's top album seller.

A PREVIEW FOR CHRISTMAS WAX

NEW YORK — Although traditional station policy decrees that Christmas records aren't played by dealers until after Thanksgiving, local outlet WNEW is "sneak previewing" the new Christmas disks November 13 from 6 to 7:30 p.m.

Spinner Bob Howard will emcee the preview stint. Then the yuletide will be shared, and won't be aired again until after Thanksgiving.

AFM Blasts Violations of Tracking Rule

HOLLYWOOD—American Federation of Musicians last week charged that leader Lou Brown, music contractor Al Lupatin and 37 musicians violated the union's anti-tracking violation during a recent Jerry Lewis recording session. This marked the second AFM crackdown on tracking in as many weeks in the Federation's apparent intention against the practice of recording instrumental accompaniments apart from vocals with the two tracks later dubbed together.

In its latest anti-tracking blast, the union charged that Jerry Lewis (Continued on page 21)

Challenge Sets Holiday Deal

HOLLYWOOD—Challenge is offering its perennial "Christmas with Gene Autry" LP at 15 per cent discount plus 100 per cent exchange. In addition, it is distributing three yuletide Autry singles. The Challenge is releasing "Rudolph the Red-Nosed Reindeer" b/w "Here Comes Santa Claus;" Autry's recently formed Republic label, "Buen Natale" b/w "Nine Little Reindeer;" and "Santa's Comin' in a Whirlwind" b/w "Jingle Bells."

Cap Sets Big Yule Press Promotion

HOLLYWOOD—Cap will aim a \$75,000 nationwide newspaper ad blitz at the Christmas market. The blitz will run Sunday, December 11, in the form of a color, full page ad in the radio sections of 240 newspapers plus black and white page ads in other papers to reach a combined circulation of more than 16 million.

Ad's theme is "Give the Gift of Music" and will push 44 packages. These include four de luxe releases (Nat Cole's "Wild Is Love," Port of Paradise," Tennessee Ernie Ford's "Swing Along With Me," and "Howl") double LP, 16 pop selections, eight show albums, eight Christmas and a similar number in Christmas packages. Ad layout utilizes the "shopping list" device, allowing space for the reader to fill in his Christmas list names next to the product advertised.

Intensive newspaper campaign—Capitol is buying "The Sunday Globe"—marks the first time in the label's history that it utilizes newspaper space on behalf of a single drive to such a degree of penetration. It will deliver its message in the top 28 markets. In addition, the same ad will run in the December issue of Suburbia

SUMMIT SESSION

One-Stoppers in Chicago Huddle

NEW YORK — An undisclosed number of one-stop record distributors from various parts of the nation gathered in Chicago this week for "informal discussions" of various problems affecting their business. The get-together took place Tuesday (1) in the Hotel Morrison.

The meeting was called and was headed by Bill McGuire of Lorn Records Corporation, a Chicago one-stop. The idea of one-stop meetings was the brainchild of McGuire, who first convened such a meeting several years ago. In

New York this week, Lou Borstein of Leslie Distributors, denied reports that he had written papers to the effect that an actual organization exists under the title, National Association of One-Stop Record Dealers. Borstein also denied that a full-time secretary has been named. "There is no organization as such," said Borstein, "It was merely a meeting of businessmen who have the same interests and the same problems. It's always healthy to get together and 'bitch'."

Hold That Line
One topic of discussion at the meeting, it was noted, was the problem of trying to hold the 65 cent price line against "those who try to undersell at 60 or 55 cents." (Continued on page 34)

'Facade' Sets New Gimmick By Chancellor

NEW YORK — Chancellor Records is bringing out two elaborately packaged albums this week by Fabian and Frankie Avalon — each LP featuring what the label terms a "photomontage" gimmick.

Described as "facade," each LP spotlights a vinylite sculptured head of the artist, mounted on a suedeboard backing. The cover is a removable cutout, suitable for hanging on a wall. When plaque is removed, the cutout cover displays an inner sleeve with double-sided imprints of four-color photos of the artist, with imprinted autographs.

According to Allan Parker, chief sales — merchandising album of Am-Pac (which distributes Chancellor) the "facade" packages have been in the works for a year and a half, with "production costs to date on both units totaling about \$100,000." The packages were produced in hush-hush fashion. Five different plants were used for collation, so that no one (Continued on page 33)

Peterson to Dunes Label

NEW YORK — Ray Peterson, an artist in The Billboard cover month ago, has left RCA Victor Records for a new label of his own, to be distributed by Big Top Records. His label will be called Dunes, and his first record is shipping this week to dealers and deejays. The first disk will contain the tune "I'm Gonna Corrina," backed with "Be My Girl." Disk was a.s.r.d. by indie producer Phil Spector.

The Billboard

The Amusement Industry's Leading Weekly Founded 1894 by W. H. Donaldson

Publishers
Roger S. Linstead Jr., Editor
Philip H. Linstead, Managing Editor
Editors
Paul Atkinson... Music Radio-TV, N. Y.
James W. McHugh... Show News, Chicago
Arvin Steinfeld... C. M. C. Radio, Chicago
John J. Schaefer... Music Radio-TV, N. Y.
Robert Rotundo... Assoc. Music Radio, N. Y.
Lee J. Zuckerman... Music Radio-TV, N. Y.

Managers and Divisions
L. W. Gatto... Main Office, Cincinnati
S. J. Linstead Jr. ... Music Radio-TV, N. Y.
Tom Chase... Adm. Division, New York
W. L. Rouse... Sales Division, New York
Homer Slater... Gen. Mgmt. Division, Chicago

Offices
Cincinnati, 1215 Patterson Bk.
L. W. Gatto
Phone: CINCINNATI 1-6450
New York, 36, 104 Broadway
George Connel
Phone: CINCINNATI 8-0818

Chicago, 1, 188 W. Randolph Bk.
Harold L. Reuter
Phone: CHICAGO 1-2000
Hollywood, 39, 129 North George
Bk. Louis, 1, 812 Olive Bk.
Phone: HOLLYWOOD 8-0231
Phone: CLEVELAND 1-0443
Washington, 5, 1430 G St. N.W.
Phone: WASHINGTON 8-4768
New Orleans, 1, 4768

Advertising Managers
Music Adm. ... Don Collins, N. Y.
Music Adm. and Prom. ... Andrew Calda, N. Y.
Music Adm. ... John J. Schaefer, N. Y.
Music Adm. ... Homer Slater, Chicago
Music Adm. ... Lee J. Zuckerman, N. Y.

Circulation Department
A. B. Burns Director... Cincinnati
Send Form 3279 to
Main Advertising and Circulation Office
2160 Patterson St. Cincinnati 22, Ohio

Subscription Rates
\$10 in U.S.A. and Canada; \$30 in all other countries. Single copies 10c.
Advertising rates on application.
Second-class postage paid at Cincinnati, Ohio.
Postmaster: Please send address changes to:
The Billboard, 2160 Patterson St., Cincinnati 22, Ohio.
Copyright © 1960 by The Billboard, Inc.
Printed in U.S.A.

WORLD COLOR PTE. CO. INC. 49

MONEY-SAVING SUBSCRIPTION ORDER

Enter my subscription to The Billboard for a full year (52 issues) at the rate of \$15 (a considerable saving over single copy rates). Foreign rate \$30.

☐ Payment enclosed ☐ Bill me

Name _____

Occupation _____

Company _____

Address _____

City _____ Zone _____ State _____

Send to: The Billboard, 2160 Patterson St., Cincinnati 22, O.

Open One-Stop-Distrib Cash Threatens in L. A.

By LEE ZITTO

HOLLYWOOD—Smouldering, smoldering—the scenes battle which threatens to erupt in an open cash involves Sammy Ricklin's California Music, one of the area's top disk distributors here. Ricklin has one-stop, and one of the leading openly admitted to the distributors that he has been buying some trump-shipped merchandise at prices lower than the local distributors are willing to sell. What's more, Ricklin has told the distributors that unless they clean their own house and see to it that his competitors are blocked from shipping more attractively priced merchandise, he has no other course to follow but continue to buy the cheaper wares elsewhere.

Ricklin's purchase of transhipped goods is but the latest in mounting list of beefs some of the distributors have held against the aggressive one-stop operator. Distributors contend that Ricklin, a distributor, has become an open competitor with them at the dealer level, taking away from them some of the turn-around business including Sears, Roebuck; May Company and the Broadway Department Stores, among others. They, they claim, he has been able to do by charging the dealers a few cents more, but extending to them a 100 per

cent guarantee. These dealers, the distributors claim, would rather pay a little more per unit and be insured against getting stuck with dead stock.

To combat this, Sid Talmadge's Record Merchandising last month informed all dealers that it will extend an additional 100 per cent guarantee on all singles produced without any increase in price.

No Solicitation
Ricklin denies that his firm has tried to freeze out the distributors with their dealer accounts. He told *The*

(Continued on page 24)

Fast Agreement on AFM-Screen Pact

HOLLYWOOD—American Federation of Musicians last week reached the motion picture scene after an absence of two years by signing a three- and a half-year pact with the Association of Motion Picture Producers. Agreement was reached between AFM presy Herman Kenin and AMPPP execs Charles Boren in less than a week of negotiations, providing the shortest contract bargaining period in the union's history.

Fact calls for:
1. Films produced in the U. S. or Canada will be scored in these countries.

2. Producers agree not to use canned music or music scored by non-AMF members in any TV-film production after June 1, 1961. Furthermore, producers agree to a minimum of 18 hours scoring time per 13 half-hour set series.

3. Producers will pay 1 per cent for reuse of all theatrical films whose basic production began after January 1, 1960, for release to non-TV film.

4. Musicians will get a 5 per

cent pay raise October 1, 1961, plus another 7 per cent boost on November 1 the following year.

5. Three per cent of the scale rates will be contributed to the Musicians' Pension Fund, effective immediately.

6. Federation's standard regulations covering movie sound tracks will apply to all films produced after 1958, thereby covering films produced during the two-year period when the Musicians' Guild of America served as collective bar.

(Continued on page 24)

RIAA ALERTS GOVERNOR ON SESSION TAX

NEW YORK—The Record Industry Association of America (RIAA) has formally notified New York Gov. Rockefeller of the possibility of a mass recording exodus from New York State due to the recent enactment of legislation requiring withholding taxes to be deducted from royalties of nonresident artists on all singles produced in New York. The RIAA has asked that the legislation be repealed or modified, in a petition filed with the council, Ernest R. Meyers. Meyers pointed out that usually artists rehearse their material beyond the borders of New York State and only spend a few hours in a New York studio to record.

Cap Skeds 40 Nov. Packages

HOLLYWOOD—Total of 40 albums will comprise the year's final release issued in November by Capitol Records Distributing Corporation. The list includes 40 Capitol pop packages, 6 albums in its Starline (monaural-only) series, 2 in the new Stereo-40 series, 1 in the World-International, and 8 under the Angel banner.

Pop release debuts vocalist Guy Pastor, producer—arranger Bill Holman, and a percussionist under the name of Rolley Polley. Release spotlight vocalist Judy Garland, Gordon MacRae, Mark Murphy, Kay Starr, Hank Thompson, Teri Williams, plus a new stereo version of June Christy's "Something Cool" album. Instrumental fare includes Michael Collins, Jackie Davis, Wesley Edwards, Jackie Gleason, Jonny Jones and Ruth Welton. Starline (re-issue) series offers albums by Ray Anthony, Mickey Katz, Paul and Mary Ford, Voices of Walter Schumann, and Faron Young.

Garner Pacts With Octave

NEW YORK—Erol Garner has signed a recording contract with Octave Records, a new label in which he is one of the stockholders. Octave Records is now setting a distribution deal thru a large record firm, details of which are expected to be sealed shortly. It is understood that Garner has made a number of new waxings which will be released on Octave and that these will be available both monaurally and in stereo. In addition to cutting his own wax for Octave, Garner will supervise the waxing of other talent to be added to the firm.

Garner's pact with Octave comes at the end of a long period of litigation with Columbia Records over his contract. The case is due for trial shortly. According to Garner, Columbia's ownership of Musicians has okayed his new pact with Octave. Garner is now appearing at the Crescendo in Los Angeles.

Saxon Named RCA Sales I.P.

NEW YORK—Raymond W. Saxon has been named vice president of RCA Sales Corporation. It was announced this week by W. Walter Watts, board chairman and presy.

Saxon has been an RCA sales man for 12 years. He has assumed added responsibilities in his new post, he will continue to report to D. L. Mills, operating vice president of the RCA subsidiary.

Indict Seven on Disk Bootlegging Charges

LOS ANGELES—Indictments were returned by the Los Angeles County Grand Jury last week against seven men alleged to be involved in charges of record bootlegging. Those indicted were Brad Atwood, already under indictment in New Jersey for similar offenses; Pete Korelich, Leonard T. Warren, Eugene Allison, Robert E. Allison, Charles L. Richards and William Thompson. Both Allison brothers are indicted on Tuesday (1). The others have not yet entered plea.

The indictments stemmed from simultaneous raids last October 2 carried out by the Los Angeles

County district attorney's office on various locations in nearby North Hollywood. At least 35 detectives were involved in the raid, and the carefully planned movement.

The defendants were indicted on four counts. First, conspiracy to commit grand theft; and to violate the California State trade mark statute; second, grand theft against Columbia and ABC Paramount.

(Continued on page 24)

COURT BACKS IRS ON ACUFF FAMILY TAXES

WASHINGTON—The U. S. Tax Court last week regrettably decided that a family trust-partnership arrangement between Roy and Mildred Acuff, the latter a half-owner of the Acuff-Rose country music firm, appeared to be a tax dodge. Court upheld Internal Revenue Service assessment of \$100,000 in taxes for Roy Acuff 1952 thru 1954 on the Acuffs' joint returns. Tax was on some \$248,559 of income purportedly from the "partnership," but taxed by IRS as ordinary income, from the Acuff-Rose holdings and Roy Acuff's Tennessee record, Dinty Caves, which lost money over the period.

IRS said the Acuffs set up a trust for their minor son, Roy Acuff, in 1952, consisting of a third of the couple's holdings. The Acuffs then formed a partnership to administer both the trust and their total income, with Roy doubling as a third "partner" representing the "trust." The court ruled that the mere "naked" trust, which was set up did not prove validity of either trust or partnership, which, in fact, never appeared to be activated.

Mildred Acuff's share of income from her half interest in the music publishing firm was given as \$105,000 in 1952 and \$121,906 in 1953, with Fred and Wesley H. Rose sharing the other half-interest arrangement between Roy and Mildred Acuff, the latter a half-owner of the Acuff-Rose country music firm, appeared to be a tax dodge. Court upheld Internal Revenue Service assessment of \$100,000 in taxes for Roy Acuff 1952 thru 1954 on the Acuffs' joint returns. Tax was on some \$248,559 of income purportedly from the "partnership," but taxed by IRS as ordinary income, from the Acuff-Rose holdings and Roy Acuff's Tennessee record, Dinty Caves, which lost money over the period.

651 in 1952 and \$121,906 in 1953, with Fred and Wesley H. Rose sharing the other half-interest arrangement between Roy and Mildred Acuff, the latter a half-owner of the Acuff-Rose country music firm, appeared to be a tax dodge. Court upheld Internal Revenue Service assessment of \$100,000 in taxes for Roy Acuff 1952 thru 1954 on the Acuffs' joint returns. Tax was on some \$248,559 of income purportedly from the "partnership," but taxed by IRS as ordinary income, from the Acuff-Rose holdings and Roy Acuff's Tennessee record, Dinty Caves, which lost money over the period.

Total income from Acuff-Rose reported by the "partnership" of Acuff & Acuff was \$284,340 for the three years. Roy's share, the Dunbar Caves ran up a loss of nearly \$36,000 over the period, making a total net income for the husband-and-wife partnership of \$248,559 for the three years.

IRS in 1952 recognized the validity of the "gift" to the trust, in determining the effect of Roy and Mildred and Roy Acuff for that year to be on amounts of \$20,886 for Roy's share of interest, and \$116,171 value for Mildred's gift of one-third of her Acuff-Rose interests. However, the court termed this no proof and that the partnership transactions were live.

"Possibly some of the unfavorable inferences drawn from the evidence presented could be explained," Tax Court Judge Drennon opined, but the Acuffs failed to produce "competent evidence" to that effect. Attorneys for the Acuffs were Ward Hudgins and Richard H. Frank, Jr.

Victor Issues Miller Pkg.

NEW YORK—RCA Victor is releasing a special two-LP Glenn Miller package, featuring the late band leader's original recordings and waxings by the current Miller orchestra under the leadership of Ray McKinley.

The original Miller LP is tagged "The Authentic Glenn Miller Yesterday" and is available in monaural only. The companion volume features the same tunes performed by the McKinley orchestra, and is available in stereo as well as monaural. Two two-LP sets will be offered at \$4.98 to \$5.98 if the McKinley LP is in stereo.

Cap Deal on 'Tenderloin'

HOLLYWOOD—Capitol is offering a one-for-10 program to launch its "Tenderloin" package free for every 10 they buy. Free trays will be in store if they buy 10 two-channel versions of the 10 Broadway-music, or in monaural if the 10 albums purchased are in single track form. Mixed lot of 10 combining both mono and stereo, will earn a free monaural "Tenderloin" album.

One-for-10 offer is retroactive to October 28 and remains in effect thru November 25. Bonus plans make the first time label has been an incentive deal of this kind in kicking-off a Broadway original campaign. Cap is extending its one-for-10 deal to all its customers, including dealers, rack jobbers, syndicated stores and distributors.

Drusky, Hall Belong to Decca

NEW YORK—Last week in The Billboard's annual Country and Western Poll results, two artist winners were listed with incorrect label affiliations. Drusky, the Disk Jockey "Favorite C.W. Records" category, Roy Drusky was listed as a Starday artist. The same error appeared in Drusky's listing under the "Most Promising Male Artist" category. In the "Most Promising Female Artist" grouping, Connie Hall was listed as Mercury. Both Drusky and Miss Hall are Decca artists.

Marks Buys 'Frog Hop' Pub Rights

NEW YORK—E. B. Marks Music has purchased the publishing rights to "The Frog Hop" (featured by Noble (Thin Man) Watts on M-G-M's Cub label) from Dare Music.

Arnold Shaw, general professional manager of Marks, is pushing the tune—a rhythm item named for a teen-age dance of the same title by sending radio and TV plays across the country special dance step diagrams.

The Billboard

RECORD INDUSTRY

Source Book

& DIRECTORY ISSUE

REVISIONS OF APRIL 25, 1960, ISSUED

The following data should be clipped and entered in your Source Book to keep it up to date pending the next edition. We invite submission of all corrections and additions as they occur. Please address The Billboard Source Book, 1540 Broadway, New York 36.

RECORDS MANUFACTURERS

Color Records, Inc.
405 S. E. 15th Ave.
Fort Lauderdale, Fla.

B. C. Records
1129 Vermont Ave., N.W.
Washington 5, D. C.

Decca Records, Dept. Sales
735 E. Wacker Drive
Chicago 1, Ill.

Billy Records
3510 N.E. Kilditch
Portland 12, Ore.

Decca Records
1509 N. Highland Ave.
Hollywood 28, Calif.

Fame Records, Inc.
1513 Hoad St.
Taylor, Tex.

Image Records
417 Exchange Bldg.
Bathurst, Tenn.

0007 Sunset Blvd.
Hollywood 28, Calif.

Sony Records
610 Madison St., N. J.

Horizon Records
2000 N. Michigan
Pittsburgh, Pa.

Finley Records
1100 Broadway
Newark 10, N. Y.

Use this form to place your order

for copies of The Billboard

Record Industry Source Book:

The Billboard Record Industry

Source Book & Directory

2140 Paramount Street

Chico, N. Y. 13315

Please send me by express mail and postage

paid, one copy of the 1960-61

Billboard 1960-61 Record Industry Source Book

& Directory, Payment (\$6.45 copy) in the

amount of \$1.00 is enclosed (payment

must accompany order).

Name _____

Industries' Name _____

Address _____

Company _____

City _____ State _____

DISTRIBUTED IN CANADA BY LONDON RECORDS



Welcome to Liberty

BUDDY KNOX

Congratulations on your first with Liberty... your biggest hit.

LOVEY DOVEY

B/W I GOT YOU #55290

This One



ABA-K-27U-H3G7

BRITISH Newsnotes

By MIKE HELLICAR

Shortly before the left London after a 10-day visit, Cosette Francis gave final agreement to a plan for her to present four one-hour disc jockey shows on BBC Radio's Light Program... Transatlantic negotiations for top British rocker Cliff Richard (an EMI-Columbia artist) to make his first Hollywood film have been revealed. Producer Hal Wallis who has Elvis Presley under contract, is reported to be interested in Richard, who commences his third British film at the end of January. Col. Tom Parker is joining in negotiations between Wallis and Richard's manager, Tim Burns. Parker is said to have been impressed by Richard's TV appearance on Pat Boone's show from New York earlier this year. His interest was aroused further by the young singer's performance in the film "Expresso Bongo." BBC Television is planning to transmit the special Christmas edition of "The Perry Como Music Hall," less than four days after it is shown in the U. S. The tape will be flown to London for rush editing and transmission on Christmas Eve.

The Kirby Stone Four, who arrived in Britain at the weekend (6) will record a series for Radio Luxembourg while they are here in addition to undertaking some major TV appearances... A starring appearance in ATV's "Sunday Night at the London Palladium" has finally been fixed for Eartha Kitt. She tops the bill on the show on November 20, and a "Saturday Spectacular," which is being arranged for her, will be transmitted soon after that.

Rumors that Neil Sedaka will make his British television debut on the ATV Palladium showcase, have been confirmed. A booking

is being kept open for him in December. There is a strong possibility that he will tour here next spring, tho it is unlikely that he will be featured with any other American artist. A tentative starting date for a return visit by Gene Vincent has been set by British promoter Don Arden. Vincent is now set to tour dance halls for about five weeks from January 23. If successful, the trip will be extended by at least a week.

Brigitte Bardot is being sought to star in the musical remake of "Hercules" — the projected film which is expected to herald the screen debut of British "Tell Laura I Love Her" hit-maker Ricky Valance. Tentative title of the picture is "Hercules Real Gone."

Three of Britain's brightest hopes in the home and abroad music field, are discussing a plan to join forces for a West End musical production next year. They are Lionel Bart, whose current West End musicals, "Oliver!" and "Fings Ain't Wot They Used Tbe," for which he wrote the music, are drawing huge houses, and Anthony Newley and Shirley Bassey. Bart is working on a script, tentatively titled "Tonight Josephine," which is based on the story of Napoleon and his mistress Josephine. If final arrangements are successfully concluded, the show would be launched in September 1961.

Among Decca's releases last week was a vocal disk by Lee Hazlewood — Duane Eddy's musical director. Issued on the London label, the disk, "Words Mean Nothing," is backed with "The Girl on Death Row," from the film "Why Must I Die?... In the same batch was a new Duane Eddy single — "Komotion," and an EP titled "Because They're Young," which (Continued on page 8)

Best Selling Pop Records in BRITAIN

For Week ending November 4, 1960 (Courtesy New Musical Express, London)

Last Year's

- 1 IT'S NOW OR NEVER—Elvis Presley (RCA)
- 2 ONLY THE LONELY—Bert Russell (Mercury)
- 3 AS LONG AS HE NEEDS ME—Shirley Bassey (Columbia)
- 4 DREAMIN'—Johnny Burnette (London)
- 5 ROCKING OODIE—Johnny and the Hurricanes (London)
- 6 LET'S THINK ABOUT LIVING—Bob Luman (Warner Bros.)
- 7 CHAIN GANG—Sam Cooke (Warner Bros.)
- 8 SO SAD—Evelyn Brown (RCA)
- 9 HOW ABOUT THAT—Adam Faith (Parlophone)
- 10 NINE TIMES OUT OF TEN—Cliff Richard (Columbia)
- 11 MACDONALD'S CAFE—Philoma May (Columbia)
- 12 MY LOVE FOR YOU—Johnny Mathis (Fontana)
- 13 WALK, DON'T RUN—John Barry Seven (Columbia)
- 14 TELL LAURA I LOVE HER—Ricky Valance (Columbia)
- 15 PLEASE HELP ME, FM FALLING—Mark Leckin (RCA)
- 16 MY HEART HAS A MIND OF ITS OWN—Cosette Francis (MGM)
- 17 MELODY—Edith Piaf (Columbia)
- 18 WALK, DON'T RUN—Vestments (Top Rank)
- 19 SAVE THE LAST DANCE FOR ME—Driffen (London)
- 20 MR. CUSTER—Charlie Drake (Parlophone)
- 21 NEVER ON SUNDAY—Mammoth (Columbia)
- 22 NEVER ON SUNDAY—Doris Coates (London)
- 23 BLUE ANGEL—Roy Orbison (London)
- 24 TOP TEN BABY—Garry Mills (Top Rank)
- 25 THEM THERE EYES—Eamie Ford (Pop)
- 26 APACHE—Shadows (Columbia)
- 27 GIRL OF MY BEST FRIEND—Elvis Presley (RCA)
- 28 BECAUSE THEY'RE YOUNG—Duane Eddy (London)
- 29 SORRY, ROBBIE—Bert Weedon (Top Rank)
- 30 MILORD—Frankie Vaughan (Philips)

GERMAN Newsnotes

Southern Germany

By JIMMY JUNGERMANN
Producer, Bayerischer Rundfunk, Munich

Harry Gerson, rep of Edwin H. Morris & Company, New York, met August Seitz and Harry Bielfeld of Chappell's in Munich. Gerson was on a business trip to the various offices in London, Frankfurt, Munich, Zurich, Milan and Paris... Capitol's Gordon Fraser and German supervisor Rising visited Electrola in Cologne for one week. "Capitol Presents" series is meeting with success here... Gerry Mulligan and his new formed big band start a tour thru Germany November 9... Hammond organ player Lon Bennett recorded as LP for a German label. American drummer Kenny Clarke and guitarist Jimmy Cowell, assisted. A jazz concert is scheduled in Cologne with Bennett and the Kurt Edelberger orchestra.

For the first time in more than a quarter of a century, Marlene Dietrich visited a German recording studio. The result is on the market for two weeks now, and already a best-seller. Electrola's "Wiedersehen Mit Marlene" featuring these standards — "Wer Wird Denn Weinen," "Mein Blondes Baby," and the famous "Lili Marleen." Bert Bacharach conducted a studio orchestra... EX-AFEN deejay Mal Soudock co-stars with Kirk Douglas in U. S.-German co-production picture "Stadt Ohne Mitleid."

Swedish music publisher Felix ("Many Times") Stahl formed a German branch in Hamburg... Yehudi Menuhin stars in a German movie "Sabine and the 100 Men." Sabine is played by Sabine Sijlen. (Continued on page 52)

Northern Germany

By BRIGITTE KEER
Music Editor, Automaten-Markt Braunschweig, Germany

Arloha has signed a contract with the State-owned and only Yugoslavian record production firm, Yugoton, permitting the exchange of German and Yugoslavian recordings which are handled by the newly established Munich firm of Pannonia, owned by Mato Weiland. The Yugoslavian firm in return sends its tunes — folk and pop — to be released here on Arloha. First record, to be issued the next week, is by 25-year-old actress Olivera Markovic.

The Phoenix - Apparate GmbH, Saabrücken, has taken over the distribution of Tempo Records in the Saar. Tempo, formerly manufactured in Berlin, and since the end of war in Munich, is an old German label that has been sold in warehouses at a cheaper price. At the beginning of next year they intend to launch a new label sold at normal German record price of DM 4.— also in retail shops. At the beginning of next year as well they will move into their currently established new manufacturing plant where Special Records (manufacturer of Tempo) will be able to do all production work from studio takes to finished records. As they did before, Special Records will only manufacture singles and EP's in their new plant.

Charles Nova, whose composition of the song "Rosalie Nusst Nicht Weinen" won the first prize of the German Song Festival 1960 in Wiesbaden recently, has annulled his contract with Philips. He worked there for several years as a (Continued on page 54)

NOW! EPC'S Top 50 stereorama classical albums offered at 10% discount during November

Order Now... For Peak Holiday Sales! Stereo recordings featuring such outstanding Classical artists as...

Camara Academica das Salzburger Mozarteums
Bernhard Paumgartner, Rolf Meedel, Cond.

The Cleveland Orchestra
George Szell, Cond.

Cleveland Pops Orchestra
Louis Lene, Cond.

Concertgebouw Orchestra of Amsterdam
Eduard van Beinum, Antal Dorati,
Jean Fournet, Bernard Haitink, Cond.

Ray de la Torre

Leon Fleisher

Arthur Grumiaux

Werner Haas

Ingrid Haebler

Handel Festival Orchestra
Horst-Tanu Margraf, Cond.

Adam Harasiewicz

Ciera Haskell

"I Musici"

Kroll Quartet

Leipzig Gewandhaus Orchestra
Frenz Konwitschny, Cond.

Netherlands Chamber Orchestra
Szymon Goldberg, Cond.

Orchestre des Concerts Lamoureux
Igor Markevitch, Cond.

Charles Rosen

Elisabeth Seodersloem

Vienne Symphony Orchestra
Wolfgang Sawellisch, Cond.

A WONDERFUL WORLD OF MUSIC IS ON EPC RECORDS



© 1960 EPC, INC. 100 N. 17th Street, N.Y.C. 36

FEATURING
BUDDY
GRECO'S
FOLLOW-UP
ALBUM
TO
HIS
SMASH
"MY BUDDY"

ORDER
NOW!
EPIC'S
EXCITING
NOVEMBER
RELEASES!



LN 3746/BN 595*

THE WORLD AT MY FINGERS—Hal Shutz, Organist.
LN 3716/BN 592*



SCOTTISH DANCES—Jimmy Blair and his Scottish Dance Band.
LF 18003

HANDEL: ORGAN CONCERTOS, Nos. 4-6 (Vol. II). Johannes Ernst Köhler, Organist; String Orchestra of the Leipzig Gewandhaus Orchestra, Kurt Thomas, Conductor. LC 3737 BC 1108*

CHOPIN: WALTZES (Nos. 1-14). Werner Haas, Pianist.
LC 3738 BC 1104*

HAYDN: LO SPECIALE (Opera buffa). Soloists and the CAMERATA ACADEMICA DES SALZBURGER MOZARTEUMS, Rolf Maedel, Conductor. Produced under the supervision of Bernhard Paumgartner. LC 3739 BC 1105*

MOZART: SYMPHONY NO. 35 ("HAFNER"); SYMPHONY NO. 39. The Cleveland Orchestra, George Szell, Conductor. LC 3740 BC 1106*

SCHUMANN: DICHTERLIEBE; SECHS GEDICHTE, and other songs. Gerard Souzay, Baritone; Dalton Baldwin, Pianist. LC 3747 BC 1110*

A WORLD OF
WONDERFUL MUSIC
IS ON



© "Epic", Music Reg. "100" U.S. Patent in U.S.A. *STEREORAMA

THIS IS
A HIT
RECORDBECAUSE
IT IS SELLING
LIKE A
HIT RECORD!!

JENNIE SMITH

WHY DON'T YOU BELIEVE ME

RA 2077

TOP RANK RECORDS

24 W. 57th St. NEW YORK, N. Y.



high fidelity

THE MAGAZINE FOR MUSIC LISTENERS

ADVANCE

... new, unique, exclusive
... trade tips, news and
previews, promotion and
display ideas... sales
helps... for component
and record dealers. See
it? Write on your dealer
letterhead to (Mrs.) Claire
N. Edgings, High Fidelity,
Great Barrington, Mass.

TRADE

NEWS

Best-Selling Pop Records in INDIA

For the Month Ending November 5, 1960
(Courtesy The Voice, Calcutta)

Last This
Week's Month

- 1 "STROGGIN' IN THE SPRING TIME" - Fabian (POP)
- 2 "I'VE FOUND THE ANSWER" - Bob Azzam & His Orchestra (F)
- 3 "PLEASE DON'T TALK" - Cliff Richard (SB)
- 4 "YOU MIGHT THINK I'M A CHAMP" (SB)
- 5 "JEALOUSY OF YOU" - Connie Francis (H&M)
- 6 "THE FAITHFUL KIND" - Frankie Avalon (H&M)
- 7 "LOOK FOR A STAR" - Billy Vaughn & His Orchestra (H&M)
- 8 "WALKING TO NEW ORLEANS" - Pat Domingue (H&M)
- 9 "JUST IN TIME" - Dean Martin (F)
- 10 "WHEN WILL I BE LOVED" - The Everly Brothers (H&M)

BRITISH Newsnotes

Continued from page 6

also features "Shazam!"... Jackie Wilson's "Alone at Last" was also released on Friday, on the Coral label, with a Crickets EP "That'll Be the Day."

In the EMI batch scheduled for Friday (11), is Jack Scott's "Patsy" (Top Rank), plus another U. S. smash waiting on the Rank label—Lou Smith's "Cruel Love," backed with "Close to My Heart.... The answer to the Drifters' "Save the Last Dance for Me" — "I'll Save the Last Dance for You," by Damin Jo, is also set for Friday release, on the Mercury label, plus the Platters' latest hit, "To Each His Own." Dinah Washington's "Love Walked In" is another of Mercury's "big guns."... Veteran British thrush Vera Lynn, who broke a 25-year association with Decca to move to M-G-M earlier this year, has "Accordeon," coupled with "Again," issued on Friday.

ITALIAN Newsnotes

By MARIO DE LUIGI
Musica e Dischi
Via Carducci 6, Milan

The promotional campaign prepared for the film premiere of Top Rank's "The Horror Circus" will be accompanied by the release of a Durium record (the Italian distributor of Top Rank) in which Gerry Mills sings "Look for a Star.... Salomone sings "Non Ti Ricordi" (Don't You Remember) on a release by Durium's Adventure label. With the success that Luciano Vinciguerra's film "Rocco and His Brothers" is meeting all over Italy, Durium has been releasing an LP of the original sound track.

Leonardi of Milan, one of Italy's leading music editors, is having success with "Impossible." Sales of the record sung by Arigliano have been big from the very first days. Two newcomers, "Ho La Testa Come un Pallon" (My Head Feels Like a Balloon) by Riccardo Rauschi and Martino Marini's "Maria Magdalena" are becoming best sellers all over Europe. "Lo Sai Tu" (Do You Know It), another release by Leonardi, should also sell well.... After having been a top seller in Britain, Apache, sung by the Shadows of the English Columbia, will shortly be released in Italy.

Ray Charles will pay a visit to Italy this winter. His "Genius Hit the Road" has been released by "Voce del Padrone," Milan.... Edith Piaf's revival record of "Mildred" seems to be selling as well in Italy as it did in Germany, Holland, France and Belgium.

Fino Cialti, the noted pianist-arranger-conductor, is writing the sound track to the film "Crimen," which is now being filmed in Cine-

BELGIUM Newsnotes

By JAN TORFS

Julie Bon Magalotte,
Mechelen, Belgium

Annie Cordy, Belgian female singer, who became one of the most popular recording artists in France, is appearing throughout country till the end of this month. A press reception in her honor was held in Brussels.... The Palette press reception organized in honor of the artists on this Belgian label introduced German composer and piano virtuoso Peter Kreuder, English arranger-conductor Reg Owen and Portuguese harpist Digno Garcia.

The first teen-ager show on Belgian television met with success. All the local celebrities appeared and the show, televised from the ex-American Theater on the World Fair 1955 grounds.

Business Outlook: Singles and EP sales are moving up, but LPs, and mainly classical albums, do not enjoy fast turn-over. The classical business may be effected by "Discotheque Nationale" outfit which lends classical albums for as low as 24 U. S. cents per record, per week. The Discotheque Nationale is setting up branches in each main Belgian city and record manufacturers have found out that amateurs of classical music make copy of records borrowed from "Discotheque Nationale" on their recording machines and therefore are quickly lost as customers to the record business.

Efforts are being made thru BLEM, the copyright collecting Society, to stop this practice which is considered by us as flagrant copyright infringement.

with "Sorey Robbier" (Top Rank) at No. 29.

Perhaps the biggest — and most frustrating — surprise was the return of Edith Piaf with "Mildred" (Columbia), after a spell in the lower regions of the charts this summer. Philips waxed a new version with English lyrics by Benny Lewis, with Frankie Vaughan, but she received favorable reviews, and a good deal of airplay, it has only just edged in at No. 30, while the Piaf disk has gone straight into No. 17.

'63 Tee-Off for Nat'l Arts Center

WASHINGTON — Trustees of the National Cultural Center for the Performing Arts in the nation's capital have decided to aim for late 1963 as a starting point for construction of at least a part of the Center. The trustees reportedly hope to have \$30,000,000 on hand, or within reach, by that date, and wish to start building the foundation, the opera house and the underground garage. The project is eventually expected to contain an additional theater, a concert hall, and two smaller auditoriums—price tag is \$75,000,000.

Best-Selling Pop Records in ITALY

Week ending November 10, 1960
(Courtesy Musica e Dischi, Milano)

Last This
Week's Month

- 1 R. CREIO IN UNA STANZA—Mina (Italdisc)
- 2 I'VE ENFANTS DU PIERRE—Dalla (Barclay)-G. Lisse
- 3 I'VE NOW OR NEVER—Eric Preter (Top Rank)
- 4 IL NOSTRO CERTIFICATO—Gino
- 5 NEMUNO AL MONDO—Pepino Di Capri (Carisch)
- 6 IL CAVALIERE—Umberto Bindi (Ricordi)
- 7 MILDRED—Edith Piaf (Columbia)
- 8 DALLA (Barclay)
- 9 IL BARATTOLO—Gianni Mecca (RCA-Carisch)
- 10 CANTATA CALANTE—Ottaviano Modugno (Font)
- 11 PITAGORA—Adriano Celentano (Jolly)
- 12 IMPAZZITO PER TE—Adriano Celentano (Jolly)
- 13 HELLO YOUR LOVERS—Edith Piaf (Columbia)
- 14 RANJO BOY—Dorothy Collins (Cap)
- 15 TILL PERSONALITY—Gertie Van Der Vliet (Decca)
- 16 YOU'VE BEEN EVERYTHING TO ME—RUBIN, SAMSON LUNY—Residence (Top Rank)
- 17 MALE SKINNER BLUES—Residence (Top Rank)
- 18 GABRIE—Edda Calari (Top Rank)
- 19 ESTATE VIOLENTA—Piero Pagani (Decca)
- 20 I'VE BEEN LOST—Vince Padellaro (Vince Padellaro)
- 21 APACHE—The Shadows (Columbia)

By SAMUEL STEINMAN
Pinazza S. Anselmo 1, Roma

Claudio Villa, whose popularity continues unimpaired by his various clothes with the public, met a lionate harrage during a p.a. in Pesaro on the Adriatic, when he began to introduce one of his own compositions.... Gerry Mulligan and his big band are booked for a mid-November date in Rome.... Garfield and Giovannelli, the giants of Italian musical comedy, have come up with a new hit in "A Tanager for Teo" starring Walter Chiari.... One of the season's big fiasco's was Salomone's first European Jubilee Festival where 16 top American, French, German, Swiss and Italian names were announced but only ones who appeared were Corrado Lojcasano and Jenny Lima.

Umberto Bindi has now set his American departure for late November.... "Fahola," a song by Jaime (Jaimet) de Moya y Argon, brother of King Rindoulet's future bride, started out as a hit in Belgium and Spain and it is now sweeping other European countries.

Gail Kunkin has returned to Rome to work on the music for an opera based on Jean Girardou's "Ondine" with libretto by Rene de Obaldia, which will have its premiere at the 1961 Venice Festival of Contemporary Music.... John Fox, press agent for Johnny Mathis, honeymooning in Rome, Philadelphia bride, Ginger Locco, Graz, lots!

citta (Film City). The film includes such stars as Manganoni, Sordi, Franca Valeri, De Sica and Gassman.

PERSONALITIES



THIS IS BRENDA • Brenda Lee
DL 4082 • DL 74082 (S)



A WOMAN, A LOVER, A FRIEND • Jackie Wilson
BL 54059 • BL 754059 (S)



SPARTACUS • The Sound Track Album
• Alex North DL 9092 • DL 79092 (S)



NAUGHTY, NAUGHTY, NAUGHTY • Teresa Brewer
CRL 57329 • CRL 757329 (S)



MR. NEW ORLEANS JAZZ Meets MR. MONEY TOWN • Pete Fountain And "Big" Tiny Little
CRL 57334 • CRL 757334 (S)



HIS AND HERS • The McGuffin Sisters
CRL 57337 • CRL 757337 (S)



THEMES • Helmut Zacharias
DL 4083 • DL 74083 (S)



BRAZEN BRASS GOES HOLLYWOOD • Henry Jerome
DL 4085 • DL 74085 (S)



THE BILLY WILLIAMS REVUE • Featuring Billy Williams
CRL 57343 • CRL 757343 (S)



INTERMEZZO • Dick Kesser
BL 54054 • BL 754054 (S)



WALKING THE STREETS • Walt Pierson
DL 4073 • DL 74073 (S)



SEASONS OF MY HEART • Kitty Wells
DL 4073 • DL 74073 (S)



CATALINA NIGHTS • Jan Garber
DL 4054 • DL 74052 (S)



THE EXCITING ELOISE TRIO
DL 4077 • DL 74077 (S)

HERE'S A LOOK AT ONE OF THE MOST OUTSTANDING ALBUM RELEASES EVER
from
DECCA • CORAL • BRUNSWICK



PLUS.....

the greatest
array of talent
ever
on records...



MERRY CHRISTMAS • Bing Crosby
DL 8128



GREETINGS FROM THE MCGUIRE SISTERS • The McGuire Sisters
CRL 9723

...for the
biggest selling
season of
the year!



JINGLE BELLS • Guy Lombardo
DL 8754



'TWAS THE NIGHT BEFORE CHRISTMAS • Fred Waring
DL 8171



A CHRISTMAS FESTIVAL • Leroy Anderson
DL 8905 • DL 78928 (S)



MERRY CHRISTMAS FROM VARIOUS ARTISTS
CRL 87355



CHRISTMAS MUSIC • Ethel Smith
DL 8187



O, TANNENBAUM (Christmas On The Chorus)
DL 8588* • DL 78388 (S)*



CHRISTMAS DANCE PARTY • Jan Garber
DL 8932 • DL 78992 (S)



CHRISTMAS WITH JESSE CRAWFORD • Jesse Crawford
DL 8794 • DL 78754 (S)



CHRISTMAS IN SCANDINAVIA • Axel Stenroos
DL 8933 • DL 78913 (S)



JOY TO THE WORLD • Columbus Boy Choir
DL 8920 • DL 78820 (S)



THE LITTLEST ANGEL and LULLABY OF CHRISTMAS • Loreita Young, Gregory Peak
DL 8909



CHRISTMAS EVE WITH BURL IVES
DL 8191



MERRY CHRISTMAS FROM LAWRENCE WELK AND HIS CHAMPAGNE MUSIC • Lawrence Welk
CRL 8708

WHITE
CHRISTMAS
BING CROSBY

9-23778

SILENT
NIGHT
BING CROSBY

9-23777

JINGLE
BELL ROCK
BOBBY HELMS

9-30513

ROCKIN'
AROUND THE
CHRISTMAS TREE
BRENDA LEE

9-30776



(S) Denon Stereo
* Indicates Recorded by Deutsche Grammophon/Polygram Series

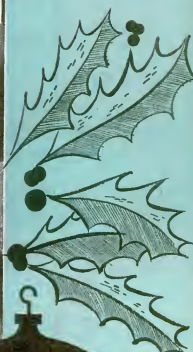
PLUS... SAMMY KAYE

the latest great artist to join this fabulous roster

CHRISTMAS DAY WITH SAMMY KAYE SAMMY KAYE AND HIS ORCHESTRA



Includes:
White Christmas
Silent Night
Silver Bells
Twas The Night Before Christmas
It's Beginning To Look Like Christmas
Let It Snow, Let It Snow, Let It Snow



CHRISTMAS DAY with SAMMY KAYE SAMMY KAYE and His Orchestra

White Christmas • Twas The Night Before Christmas
• Christmas Child (Loe, Loe, Loe) • Medley: The First
Nowell—It Came Upon A Midnight Clear • Medley:
O Little Town Of Bethlehem—O Come All Ye
Faithful • Silent Night • It's Beginning To Look
Like Christmas • Rudolph The Red-Nosed Rein-
deer • Silver Bells • Sleigh Ride • Let It Snow!
Let It Snow! Let It Snow! • (Joyeux Noel,
Buen Natale, Feliz Navidad) •
A Merry Christmas To You
DL 4070 • DL 74070 (5)

SINGLES

(Joyeux Noel, Buen Natale, Feliz Navidad)

A MERRY, MERRY CHRISTMAS (To You)

b/w
SILVER BELLS

9-31174

CHRISTMAS CHILD (Loe, Loe, Loe)

b/w
LET IT SNOW! LET IT SNOW!
LET IT SNOW!

9-31175



NEW WORLD IN SOUND
DECCA RECORDS

PLUS....THESE

Dollar Drawing DECCA® Chart Climbing CORAL® Business Building BRUNSWICK® HIT SINGLES

POP • COUNTRY & WESTERN • RHYTHM AND BLUES

DECCA
9-31149

I WANT TO BE WANTED
JUST A LITTLE BRENDA LEE

BRUNSWICK
9-55170

ALONE AT LAST
AM I THE MAN
JACKIE WILSON

DECCA
9-31169

ZING! WENT THE STRINGS OF
MY HEART THE KALIN TWINS

CORAL
9-62233

EXCUSE ME NICK NOBLE

DECCA
9-31171

SI SI SI
DOMENICO MODUGNO

DECCA
9-31164

I CAN'T TELL MY HEART THAT
KITTY WELLS and ROY DRUSKY

DECCA
9-31173

HERE I AM DRUNK AGAIN
CLYDE BEAVERS

DECCA
9-31141

WONDERLAND BY NIGHT
BERT KAEMPFERT

CORAL
9-62219

ANYMORE TERESA BREWER

CORAL
9-62235

TO BE LOVED
I DON'T KNOW WHY
THE McGUIRE SISTERS

CORAL
9-62230

FOR YOU
BEGIN THE BEGUINE
BILLY WILLIAMS

DECCA
9-31165

FALLEN ANGEL WEBB PIERCE

DECCA
9-31161

A GUY NAMED JOE
WHITE SILVER SANDS
ERNEST TUBB



ARD Re-Elects Bondy; Lays Plans for 1st Annual Bash

NEW YORK—"Records should be sold thru record stores and not thru manufacturer-operated record clubs," said Syd Bondy, president of the Association of Record Dealers of New York and New Jersey at a meeting of the group this week at the Hotel Park Sheraton, here. Bondy's statement, in which he condoned clubs, if they were not operated by manufacturers, was a part of a speech he delivered upon accepting re-election as proxy of the Association.

Bondy also noted the progress of the group in its two years' existence and pointed out that "small dealers' individual grievances are being taken care of as they come along." The group now has 473 members in the metropolitan area, according to Bondy. Reviving a topic which has been dormant for some months, it was noted that the ARD expects soon to bring out an LP record of back ground music featuring strings, on its own ARD label. The disk will carry a \$4 price tag and will be sold thru ARD member stores. The material for the disk will be leased from a well-known recording firm which may be Vox, according to Bondy.

Dana Sues H-S On Royalties

NEW YORK—Bill Dana Productions has sued Hanover Signature Record Corporation in New York Federal Court for back royalties of \$47,657 and an accounting of sales of the album "My Name Jose Jimenez."

Suit also seeks to restrain H-S from disposing of, assigning or transferring master tapes and also asks cancellation of all contracts with H-S. Plaintiffs produced the LP and delivered it to the defendant last spring under an oral agreement, according to the complaint. Under the agreement H-S was to have exclusive manufacturing rights to make additional LPs. Also under the agreement, defendant allegedly agreed to pay plaintiff 10 per cent of the retail price of 90 per cent of all albums sold and an additional royalty of 24 cents on each album. Defendant was also to deliver a true and accurate statement every three months. Failure to live up to these conditions was to result in termination of license. In the event of bankruptcy of defendant, all tapes and masters were to be returned to plaintiff. It was charged that defendant neglected to pay and to account since June 1 of this year.

Meanwhile, Bob Thiele, proxy of Hanover Signature, entered a blanket denial of the charges. "All allegations in these charges are factually incorrect," Thiele told The Billboard.

HOT 100 ADDS 10

NEW YORK—The Hot 100 added 10 new sides this week. They are:

54. Sway (Peer Int'l, BMD) — Bobby Rydell, Cameo
59. Many Tears Ago (Roosevelt, BMI) — Connie Francis, M-G-M
66. Gonzo (Lion, BMI) — James Booker, Peacock
87. Senza Mama (Francon, ASCAP) — Connie Francis, M-G-M
93. Psycho (Olimpia, BMI) — Bobby Hendricks, Sue
92. Of Mac Donald (Shaw, ASCAP) — Frank Sinatra, Capitol
93. Theme From The Sundowners (Witmark, ASCAP) — Manzanita, London
96. 1,000 Miles Away (Kahl, BMI) — Heartbeats, Rama
99. Don't Go to Strangers (Jefferson, ASCAP) — Etta Jones, Prestige
100. Cry, Cry, Cry (Lion, BMI) — Bobby (Blue) Bland, Duke

The meeting also featured the blurring of final plans for the ARD's first annual dinner dance and show, to be featured by a number of awards and to be held at the Park Sheraton, Sunday evening (20). At this week's meeting the dealers named three award winners including Connie Francis as best female singer of the year; Paul Anka as top male vocalist of the year; and Jonathan Winters as top comic of the year. An award will also be made to Mike Laurence as the best decay of the year in the area. Laurence is top comic of the year. An award will also be made to Mike Laurence as the best decay of the year in the area. Laurence is top comic of the year. An award will also be made to Mike Laurence as the best decay of the year in the area. Laurence is top comic of the year.

Entertainment at the affair will feature comedian Sindy Fuller, Danny Davis and others, plus the music of Hy Penzell and his band, with vocalists Anna Stephens, Chister Ale Petrides will also entertain. Tickets, said Bondy, are \$10 each and a few still remain for dealers and distributors in the area. Also at the meeting, Jack Seader, vice president of the American Music Association, and John Goldberg, named corresponding secretary. New named board members include Sid Turk, Ed Portnow, Jerry Schoenbaum and Rudolph D'Allesandro.

Former Danish AFM Head Dies

COPENHAGEN, Denmark — Andraessen Johannes, 67, president of the Danish Federation of Musicians for many years, died October 12 in Copenhagen. He worked with many of the top-ranked classical orchestra of Denmark, as solo flutist, but became widely known all over Northern Europe for his efforts in behalf of the unionized musician of Denmark, becoming president of the union in 1946, but forced by ill health to retire a few years ago. He had been awarded Denmark's highest medal, Ridder of Dannebrog.

More Disk Launches

HOLLYWOOD—World Pacific label last week entered the spoken word comedy club derby with the release of a laugh LP, "2000 Years With Carl Reiner & Mel Brooks," featuring Sid Caesar's TV team-mate and the debut of Caesar comedy writer Mel Brooks. WPA's prexy Dick Mel Brooks, Steve Allen for featuring the pair to his attention. Allen, according to Rock, caught the twosome's ex-temporaneous clowning at several parties here, and felt its routines warranted disk exposure, predicting it will be one of comedy's top items.

A CORRECTION

NEW YORK—The Bing Crosby album, "Join Bing and Sing Along," was erroneously referred to as an RCA Victor package in a Page 1 story in The Billboard, October 31. The Crosby album is a Warner Bros. package and is available to dealers thru that label. However, the LP is also offered for sale by the RCA Victor Record Club, and the RCA Victor name appears on the club album.

ASCAP Splits 4706 Clefleur Award Cash

NEW YORK—ASCAP prexy Stanley Adams announced this week special awards totaling \$470,000 granted to popular and standard writers. The money awards are based on a 5 per cent out of the total distribution pool under the American consent decree, and are made to writers "whose catalogues have a unique prestige value for which adequate compensation would not otherwise be received, and to writers whose works are performed substantially in media not surveyed by the Society."

The making of these awards and the consequent 5 per cent take-out from the revenue pool is one of the reasons awarded last week to explain unexpectedly low distribution payments to many writers.

The panel which determined pop writer awards consisted of New Jersey Supreme Court Justice Haydn Proctor; Dr. Marshall Stearns, jazz critic and English professor at Hunter College, and Paul Whiteman. Standard awards given consisted of Denver Symphony Director Dr. Saul Cantor; Harold Hegemann, prexy of the American Guild of Organists; Dr. Henry Newman, director of music for Mutual Broadcasting and prexy of the National Association for American Composers and Authors.

In the popular field, about 600 awards were made, ranging from \$100 to \$2,000. Top winner here was the veteran clefleur-vaudeville Joe Howard, who collected \$2,000. Next highest award was \$1,000, with both Al Plantados and Dave Starling receiving this amount. Awards of \$1,000 each went to Rubie Bloom, Stan Jones, Matty Melneck, Maceo Pinkard, John Schwartz, Frank Signorilli, Bill Tracey, Pete Wendling and the late Howard E. Johnson.

Among approximately 500 standard winners, who took down from \$1,000 to \$3,000, top awards of \$3,000 each went to Samuel Barber, Aaron Copland, Paul Creston and Gian Carlo Menotti. Winners of \$2,500 awards were Robert Bennett, Leonard Bernstein, Marc Blitzstein, Ross Finney, Carlisle Floyd, Lukas Foss, Morton Gould, Howard Hanson, Douglas Moore and Igor Stravinsky.

3 More Ink FTC Consent Pacts

WASHINGTON—Payola consent agreements have been signed by Scepter Music, Inc., and Old Town Records Corporation, of New York City, and the B & H Distributing Company, of Detroit, the Federal Trade Commission announced last week. The firms signed agree not to push their records by undercover payola to radio or TV personnel. Consent agreements do not constitute admission of guilt.

The FTC says undercover payola deceives the public and is an unfair trade practice.

CAPITOL'S HOT HITS

TAKEN FROM THE BEST-SELLING CHARTS OF BILLBOARD CASH BOX, VARIETY, MUSIC REPORTER, MUSIC VENDOR AND TOP RADIO STATIONS AROUND THE COUNTRY

4397—LET'S HAVE A PARTY.....	Wanda Jackson
Billboard "Hot 100".....	#58
Cash Box "Top 100".....	#50
Music Reporter "Big 100".....	#33
4411—EVEGLADES.....	Kingston Trio
Billboard "Hot 100".....	#68
Cash Box "Top 100".....	#80
Music Reporter "Big 100".....	#1
4460—PILTDOWN RIDES AGAIN.....	Pildown Men
Music Reporter "Big 100".....	#79
4405—WINGS OF A DOVE.....	Ferlin Husky
Billboard "Hot C & W Sides".....	#2
Cash Box "Country Top 50".....	#17
Music Reporter "C & W Big 50".....	#1
4412—EXCUSE ME.....	Buck Owens
Billboard "Hot C & W Sides".....	#3
Cash Box "Country Top 50".....	#2
Music Reporter "C & W Big 50".....	#2
4410—THERE'S NOT ANY LIKE YOU LEFT.....	Feren Young
Billboard "Hot C & W Sides".....	#22
Cash Box "Country Top 50".....	#17
Music Reporter "C & W Big 50".....	#13
4386—SHE'S JUST A WHOLE LOT LIKE YOU.....	Heck Thompson
Billboard "Hot C & W Sides".....	#18
Cash Box "Country Top 50".....	#22
4412—I'VE GOT A RIGHT TO KNOW.....	Buck Owens
Billboard "Hot C & W Sides".....	#25
Cash Box "Country Top 50".....	#31
Music Reporter "C & W Big 50".....	#16
4423—LONELY LITTLE WORLD.....	Jan Sheppard
Cash Box "Country Top 50".....	#28
4430—LOVE IS A LONELY STREET.....	Leavin' Bros.
Music Reporter "C & W Big 50".....	#47
4463—FORCE THE PAST.....	Feren Young
Music Reporter "C & W Big 50".....	#50

PICKED TO BE HITS

ACTUAL SELECTIONS BY THE INDUSTRY'S LEADING TRADERS

4466—OL' McDONALD.....	Frank Sinatra
Billboard "Spotlight Winner".....	"Sinatra sells the community sing along, 'Ol' McDonald' (dressed up in new hip lyrics) with ingletting style and swinging backing."
Cash Box "Pick of the Week".....	"Should prove a solid follow-up to the songster's 'Nice n' Easy' clock."
4464—COUNTRY MUSIC FIDDLER.....	Sinon Cum
Billboard "Spotlight Winner".....	"The down home country cat has a cute side on top here, with the singer taking all voices."
4468—BLESS THIS LAND.....	Tennessee Ernie Ford
Cash Box "Best Bet".....	"Solid outing for programming on Thanksgiving Day and rest of holiday season."
4459—ONLY GIRLS CAN TELL.....	Jenice
Cash Box "Best Bet".....	"Inviting ballad serves as her solo debut."
Music Reporter "Radioactive Disc".....	
4461—WHERE'S THE GIRL FOR ME.....	Pete Shreyder
Cash Box "Best Bet".....	"New label songster makes an exciting bow in this 'Dream Lover'—like romantic."
4458—YANKEE DIDDLE.....	Minnie Mae
Music Vendor "Hit Pick".....	"Instrumental version of 'Yankee Doodle' done in fine rock style."
4455—CHORE GIRL.....	Johnny Rose
Music Reporter "Radioactive Disc".....	

BRAND NEW RELEASES

OUT THIS WEEK AND ON THEIR WAY TO YOU NOW!

4469—MEAN, MEAN MAN HAPPY, HAPPY BIRTHDAY.....	Wanda Jackson
Great follow-up to her chart-melting "Let's Have a Party."	
4470—DOCTOR HEARTACHE.....	Tommy Sands
ON AND ON.....	
Tommy prescribes this one for hot sales.	
4471—WHAT DO YOU SEE IN THE FUTURE.....	Brooks Arthur
THE BIRTHDAY CARD.....	
We see a chart-topper with "What Do You See in the Future."	



GO WITH THE
1st Week — Makes Top 30
On All So. Calif. Charts!



**Watch for the
NEW INNOCENTS'
Album to be
released this month
on Indigo**

"GEE WHIZ"

b/w "PLEASE MR. SUN" #111

The Innocents

**Those Who Know—Pick
"Gee Whiz" by The Innocents
on Indigo**

THIS IS THE RECORD!

**The Cash Box
Pick of the Week**

[illegible]

SPOTLIGHT WINNERS
OF THE WEEK

WINNERS OF THE WEEK

THE DISCORDANT: GREY WHITE (Riverside, MD) (2-19) — Another side job the discords did in a new follow-up to "Ghosts I Do." They could continue to do the strong and steady work they've been doing at it.

THE DISCORDANT: GREY WHITE (Riverside, MD) (2-19) — Another side job the discords did in a new follow-up to "Ghosts I Do." They could continue to do the strong and steady work they've been doing at it.

THE DISCORDANT: GREY WHITE (Riverside, MD) (2-19) — Another side job the discords did in a new follow-up to "Ghosts I Do." They could continue to do the strong and steady work they've been doing at it.

INDIGO RECORDS, INC.

WINNERS!

**Going on its 4th Big Week —
As No. 1 in L.A.**



45,000 in Los Angeles -- ALONE!!

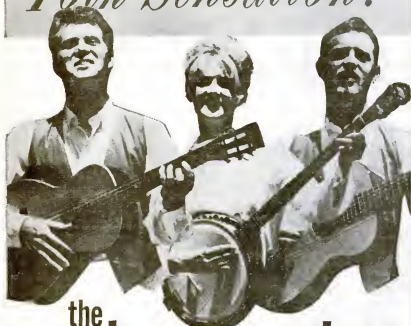
(Call A. & A. Distributors DU 3-2128)

"A THOUSAND STARS"

b/w "EDDIE MY DARLING" #108

Kathy Young

America's New Folk Sensation!



the Randy Sparks Three

with Two Current Hit Sides:

JULIANNE

V 10225 x 45

Pocket Full of Blues

FROM THEIR CURRENT
HIT ALBUM



BEVERLY HILLS, CALIFORNIA



MO V-2143
MO VS-62143

British Bookers Comb States for Talent

Continued from page 1

Pendleton is believed working on possibilities for new big band and combo jazz ensembles. Eddie Pola of Granada TV and Eric Maaschwitz of the BBC have also been in New York.

To further highlight the current booking trend, it may be noted that the Andrews Sisters will follow Eartha Kitt at the Talk of the Town on December 3. Kathryn Grayson files in for a BBC-TV appearance December 11.

Another aspect of the situation can be seen from a perusal of recent British hit disk charts. A prime criterion in the past for a U. S. pop record artist to be invited to Britain has been the presence of his hit disk in the British charts. Whereas, a year or more ago, a typical Top 20 in Britain might contain 17 American artists, today, the pattern has changed considerably.

Currently, it's quite customary to find more than half the charts occupied by Britishers, which means that fewer Americans are breaking in. True, American songs still do well, but they make the grade with British artists covering versions of State-side hits. Thus with what appears to be a slackened interest in Britain in the American pop disk artist, the consequent void is being filled by the English showgoers' first love, the great performer.

It's also true, on the other hand, that at least a few artists from America, who made their first visits to Britain on the strength of strictly pop single hits, have since become standard acts in their own right. These would include Connie Francis and Paul Anka, both of whom have made frequent trips to England since their first visits, with apparently no diminution of their initial success whatsoever.

COMPETITION SPURS LP PACKAGING LURES

Continued from page 1

chance of landing an album on a major label.

Probably more off-Broadway original cast packages have been released this year than in all the years before. They include M-G-M's "The Fantasticks," Capitol's "Little Mary Sunshine," "Leave It to Jane," and the musical version of "The Importance of Being Earnest."

The most recent off-Broadway acquisition is "Greenwich Village U.S.A.," a new revue which was recorded by 20th Fox last week. As an added gimmick, the label will release two albums on the show—one a double fold LP featuring the music and the sketches on separate disks—the other a regular album featuring the music alone.

Capitol added to the cost of producing its new original-cast show album, "Fendlerlin," by packaging a copy of the musical's souvenir program (in a special insert on the back of the album) with every LP.

Dramatic shows have also interested labels recently. A special score was written for last season's dramatic play "The Andersonville Trial," and packaged by 20th Fox Records along with scenes, featuring the Broadway cast. Another dramatic play, "A Taste of Honey," spotlights an original jazz background music by Bobby Scott, and this will be released in album form shortly by Atlantic Records.

The recorded-live-in-person album has long been an accepted LP form, but the trend has become as popular as it is today. During the past few weeks new in-person LP releases have included Paul Anka at the Copac, "Tommy Sands at the Sands," "Guy Lombardo at Harnish's," "The New Ray Anthony Show," (recorded at a Las Vegas nitery), a Tony Pastor package (also recorded in Las Vegas), "Bud and Travis in Concert," cut at a Santa Monica, Calif., concert (a two-LP package on Liberty which retails for \$4.98); a Harry Belafonte concert recorded in Carnegie Hall in a two-LP set; and "Kenton (Stan) at the Las Vegas Tropics."

Many of the top comedy albums have been cut at niteries including "Shelley Berman at the Blue Angel," "Mort Sahl at the Hungry i," and "Orson Bean at the Hungry i." In-person vocal albums currently on The Billboard's best-selling album charts include "Darin (Bobby) at the Copac" (No. 16) and "Ray Charles in Person" (recorded at an Atlanta ball park concert), No. 18. Recent best-selling in-person LPs were "Nina Simone at

Town Hall" and "Ella (Fitzgerald) in Berlin." Still another facet of in-person LP's will be explored shortly via a forthcoming album by Tennessee Ernie Ford, which was released at the Indiana State Fair this fall.

Elaborate booklets with photos and fold-out color portraits are big right now with young recording artists. ABC-Paramount, which recently brought out a Paul Anka LP featuring a frame photo of Anka wired to use as a bed lamp, is marketing two new Fabian and Avalon albums (on the latter label) featuring sculptured heads of the boys mounted on a removable plaque, which are attached to the album cover. (See story elsewhere in this issue.)

The Anka LP was available with or without (at regular \$3.98 price) the wired picture frame, but the Fabian and Avalon albums will only be available with the sculptured merchandising gimmick at \$5.98.

Warner Bros. is only charging \$3.98 for its new "A Date With the Everly Brothers" double-fold package, which features an autographed, framed easel-back portrait, 12 wallet sized photos in color, and fan club material. One of the reasons for the low-price tag is that some rack jobbers are reluctant to handle LP product priced any higher.

Atlantic Records recently released a Bobby Darin LP aimed at the teen-age market with a color photo fold-out and a booklet with a flock of photos. Duane Eddy and Ricky Nelson also had a similar package a few months ago.

"Cowboy Timmy's Greatest Hits," a new M-G-M package, spotlights fold-out photos, plus a detachable letter written to his fans and signed by Twitty. (See story elsewhere in this issue.)

Non-teen-age albums featuring elaborate inserts and releases during the last two weeks include "Oscar Peterson's Greatest Hits," Columbia's 98-cent "Country Music Festival" LP, which includes four wallet size photos of various e.d.w. stars in the album; "Paradise Found," by Felix Slatkin; "Port of Paradise" by "Alfred Newman, Ken Darby and Mavis Rivers"; "The Count Basie Story," a two-LP set; "Top of the Mark" by Frankie Carle, which features a photo-booklet on San Francisco; and "Voice of the Confederacy" by Ralph Bellamy. One of the most successful examples of this type of package, of course, is Columbia's "The Confederacy" album released originally five years ago.

His Biggest Ballad Since Because of You

TONY BENNETT

SINGS

SOMEBODY

4-41860 (Also available on 33)

From the Jerry Lewis Production "CinderFella"—A Paramount Release



EXCLUSIVELY ON COLUMBIA ® RECORDS

Pa. Dealers Speak to Col

Continued from page 2

lems were aired, major issue was that of the "one-stops."

The Pennsylvania Record Dealers Association complained that there were many illegal aspects to the special consideration being given by record manufacturers to the "one-stop" stores. They said that virtually all of the "one-stop" are also selling directly to the public. Since they get special prices from manufacturers, they have special advantage over the regular dealer — a practice, they claimed, frowned upon by the Federal Trade Commission (FTC). However, instead of complaining to the FTC, association officials said they would

rather clear all such problems with manufacturers direct.

They cited for Gallagher the setups of the half dozen "one-stops" in this area who have set up retail outlets either in their own name or as a separate corporation and are underlining the legitimate retail shops.

Gallagher said he was unaware of the fact that the "one-stops" there were breaching their contracts and assured the association officials that he would make a detailed investigation of the situation. He promised that he would rescind the special considerations

given "one-stops" who also sell directly to the public.

Another major issue discussed with Gallagher, and one that will also be brought to other manufacturers, is that of return privileges. The association claimed that the return privilege should be on merchandise that a retailer cannot sell, and there are now too many restrictions on what they can return. In asking for a better return deal on both singles and albums, they also asked that retailers should be given more time on cut-outs. The dealers, they said, are not interested in greater or smaller percentages, but in being able to return merchandise they are unable to sell.

The suggested selling price placed on records by the manufacturer was also attacked by the as-

sociation, claiming that such pricing is not realistic. They pointed out that fair trading was the only solution to holding prices, adding that Pennsylvania has a Fair Trade Law. However, there are little or no provisions in the law for policing and, as a result, fair trading in the State is a joke.

Since other States also have fair trade laws, the association leaders felt it would be for the best interests of the industry if the manufacturers would work for fair trading on the national level.

Gallagher said that he would be in favor of fair trade legislation providing that such law had some real "teeth" in it.

Association officials were most optimistic over the outcome of the session with the Columbia officials and look forward to similar future

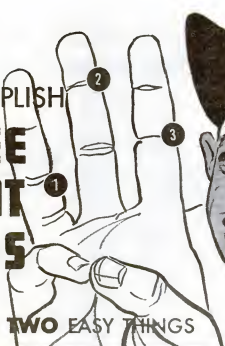
meetings with other manufacturers. In establishing such a relationship, Gallagher asked that any complaints or grievances in the future be brought again to his attention direct by the association.

The meeting with Gallagher marked the first major activity of the new administration of the Pennsylvania Record Dealers Association. New president of the association is Len Jaffe, operator of the Chelton Record Shop, succeeding Sid Meyers, who becomes a member of the Executive Board. Other officers elected include Mark Rubinstein, vice-president, with Walt Keller returned as secretary, and William Barus re-elected treasurer.

**GIVE TO DAMON RUNYON
CANCER FUND**

YOU'LL
ACCOMPLISH
**THREE
GREAT
DEEDS**

BY DOING **TWO** EASY THINGS



"I Never Met a Man
I Didn't Like"
WILL ROGERS



1 Research • 2 Remedy • 3 Rehabilitation

THESE ARE THE
TWO for you
TO DO...

- 1** Take up
Audience Collections
Say "Yes"... Tell us you'll do it.
We'll send FREE Shirley MacLaine
TRAILER to your dealer.
- 2** Conduct Employees'
Christmas Salute
Employers endorse it... Employees
join it. Your hospital is ever ready
to treat FREE any and all in our
industry who need this care.

Let's get down to fundamental facts—The people of your industry need your help NOW. This is the time of year when Showmen everywhere and all individual employees in our industry unite and prove the tradition of showbusiness: Never Let a Showman Down.

By doing **TWO** relatively simple things you can reap **THREE GREAT DEEDS** that will bring healing and hope to "Our Own" people who are seriously sick with any of fifteen serious diseases of the chest—including lung cancer, chronic heart disease, and tuberculosis.

Now is the time for you to act—Say "Yes" when asked to take up Audience Collections and to conduct and contribute to the Christmas Salute.



The Amusement Industry's Own **WILL ROGERS HOSPITAL
AND O'DONNELL MEMORIAL RESEARCH LABORATORIES**

NATIONAL OFFICE: 1301 BROADWAY, NEW YORK 36, N. Y. *Saranac Lake, N.Y.*

The Charts Agree On

"He will break your heart"

by

JERRY BUTLER

#354

The Billboard HOT 100

63

HE WILL BREAK YOUR HEART
Jerry Butler, Veejay 354**THE MUSIC VENDOR TOP 100**65 **HE WILL BREAK YOUR HEART**
Jerry Butler, Veejay 354**The Music REPORTER****BIG 100**

40

HE WILL BREAK YOUR HEART
Jerry Butler, Veejay 354**The Cash Box TOP 100**

46

HE WILL BREAK YOUR HEART
Jerry Butler, Veejay 354**The Hottest Timely LP
On the Market!!****"HE WILL BREAK YOUR HEART" by
JERRY BUTLER**

VeeJay LP 1029

The Biggest New Xmas Single Out!**"Silent Night" b/w "O Holy Night"****JERRY BUTLER**
VeeJay #371

Nov. Album Releases

VeeJay 1030 (stereo mono)

"OUR LOVE IS HERE TO STAY"Sarah McLachlan and
Richard Orio in a do-
ing organ-film audio
mood display.

VeeJay 3010 (stereo mono)

"LOUIS HAYES"Exciting new jazz drum-
mer featured with Com-
mercial Addict in a
percussion explosion.

VeeJay 5007 (mono)

"JESUS IS WAITING"The Highway Q-C's in a
sacred harmonizing ses-
sion of spirituals.**VEEJAY'S NEW SPIRITUALS:**

#890—"You Can't Win"The Friendly Bros.

#891—"God Will Take Care of You" (Parts 1 & 2)Harmonizing Four

#892—"God Has Not Promised" b/w "Done Got Over"Highway Q-C's

#893—"Pray On" b/w "Too Close"the Staples Singers

#894—"Sinking Sand" b/w "Singin' In My Soul"Swan Silvertones



Record Corp.

1449 S. Michigan Ave.

Chicago 5, Ill.

Phone: WE 9-3970

"RUBY DUBY DU" by TOBIN MATTHEWS

ON CHIEF #7022

Is No. 1 in Chicago and Moving Up Nationally!



From "The Bill Gavin Record Report" (Oct. 21, 1960), one of the most trusted and respected sources of new national record action: "Ruby Duby Du—Tobin Matthews (Chief). Reports from many cities place this one almost 3 to 1 over the Charles Wolcott original sound track version."

W L S
silver dollar survey
CHICAGO'S AUTHENTIC RADIO RECORD SURVEY
October 23, 1960

THIS WEEK

1. RUBY DUBY DU... Tobin Matthews—Chief 2

WEEKS LATER

2. SHOOTIN' BREAK
3. WAIT FOR ME
4. YOU TOLD TOO MUCH
5. LET'S THINK ABOUT LIVING
6. MY HEART HAS A MIND OF ITS OWN
7. I WANT TO BE WANTED
8. GORGEOUS ON MY MIND
9. GIVE UP ANGEL
10. STRANGER FROM PURNARD
11. PETER GUN
12. IT'S HOW ON NEVER
13. DON'T BE CRAVE
14. UNRAVLED PRINCES
15. ONE WALKED IN
16. EVER ON LUNAR
17. LETTING IT GO
18. I WANT EVERYTHING TO ME
19. MY LOVE
20. ONE LAST DATE
21. C TO MELODIES
22. THE FIVE CLOVES
23. UNCLE
24. FIVE
25. (HOLD) A WEEK
26. I LOVE
27. I OF
28. TOP OF THE STAIRS
29. IF ROCK
30. ROBBIE
31. CO-LET'S GO

TOP TUNES OF GREATER CHICAGO

WEEKS ON CHART LAST WEEK THIS WEEK TITLE ARTIST RECORD NUMBER

2 14 1 RUBY DUBY DU... Tobin Matthews—Chiefs #7022

4 10 5 WAIT FOR ME PLAYMATES ROULETTE 4274

7 8 8 LET'S THINK ABOUT LIVING BOB LUDMAN RUBY DUBS 5172

10 3 7 MY HEART HAS A MIND CONNIE FRANCIS MGM 12923

WIRL, Peoria, Ill., BIG SOUND SURVEY

1. Ruby Duby Du... Tobin Matthews (Chief)

WCIA, Champaign, Ill.

16. Ruby Duby Du... Tobin Matthews (Chief)

WG4, Fort Wayne, Ind.

A1 Russell Shaw

46. Ruby Duby Du... Tobin Matthews (Chief)

KTOA, Sacramento, Calif.

Musicaster

28. Ruby Duby Du... Tobin Matthews (Chief)

KEEL, Shreveport, La., Fabulous 40

38. Ruby Duby Du... Tobin Matthews (Chief)

KFWB, Los Angeles, "FABULOUS 40"

21. Ruby Duby Du... Tobin Matthews (Chief)

Forty Top Tunes
of Greater Chicago

TOP FORTY TUNES OF GREATER CHICAGO—WEEK OF OCTOBER 24, 1960—SURVEY #20—VOLUME 5

WEEKS ON CHART	LAST WEEK	THIS WEEK	TITLE	ARTIST	RECORD NUMBER
2	14	1	RUBY DUBY DU... Tobin Matthews—Chiefs #7022		
4	10	5	WAIT FOR ME	PLAYMATES	ROULETTE 4274
7	8	8	LET'S THINK ABOUT LIVING	BOB LUDMAN	RUBY DUBS 5172
10	3	7	MY HEART HAS A MIND	CONNIE FRANCIS	MGM 12923

WTAC, Flint, Mich., Big 6 Pic of the Week
Ruby Duby Du... Tobin Matthews (Chief)

WQTE, Detroit, Mich., Picks of the Fabulous 4
Dave Hull picks Ruby Duby Du by Tobin Matthews (Chief)

KAFY, Bakersfield, Calif., "Fabulous 55"
36. Ruby Duby Du... Tobin Matthews (Chief)

KDEO, San Diego, Top 40
38. Ruby Duby Du... Tobin Matthews (Chief)

Hit
"RUBY DUBY DU"
by
TOBIN MATTHEWS
#7022

based on a theme
from the movie
"Key Witness,"
an Avon Prod.



CONTACT MEL LONDON OR YOUR CHIEF DISTRIBUTOR:

CHIEF RECORDS, 1448 S. MICHIGAN, CHICAGO 5, ILL.

A & A DIST., LOS ANGELES
AURORA DIST., DETROIT
ESSEX REC. DIST., NEWARK
PELICAN DIST., NEW ORLEANS
SANDER CO., MINNEAPOLIS
UNITED REC. DIST., HOUSTON
A-1 RECORD DIST., OKLAHOMA CITY

SILL LAWRENCE, INC., PITTSBURGH
BEST DIST., BUFFALO
ALL-STATE DIST., CHICAGO
A & I DIST., CINCINNATI
ARNOLD DIST., CHARLOTTE, N. C.
MUSIC SALES, MEMPHIS
SOUTHLAND DIST., ATLANTA

SUPERIOR RECORDS, NEW YORK
TONE DIST., MIAMI, FLA.
DUMONT DIST., BOSTON
SEABOARD DIST., E. HARTFORD
86 RECORD DIST., PORTLAND, ORE., & SEATTLE, WASH.
BIG STATE DIST., BAKERSFIELD
NEW SOUND DIST., SAN FRANCISCO

SCHWARTZ BROS. DIST., WASHINGTON
STAN'S RECORDS SHOP, SHELVEPORT
SOUTHERN RECORD DIST., NASHVILLE
UNIVERSAL REC. DIST., PHILADELPHIA
DAVIS LILES CO., DENVER
O'BRIEN DIST., MILWAUKEE
MIDWEST DIST., ST. LOUIS
COSMET, CLEVELAND

TV REVIEW

'Saturday Prom' Off to Good Start

NBC's new "Saturday Prom" show (5:30-6 p.m.) is the network's answer to Dick Clark. However, on NBC's version, the recording guest-artists perform live, rather than lip-synching to their latest disk. Consequently the success of each program largely depends upon the quality of its guest talent roster. If Producer Ed Pierce concentrates on disk names with visual showmanship, "Saturday Prom" should win ratings and influence tasters to champion the sponsor's (Beemut) products.

On the show caught (22)—a breezy, pleasantly bouncy half-hour—visual showmanship was well-represented via the vivacious presence of young canny Janie Summers, old pro Fats Domino, and an exuberant r&B vocal group, Dante and the Evergreens. Miss Summers, a poised, pretty, luscious girl from Atlanta, scored the biggest hit with the young studio audience. Altho the hit sound of a disk is often lost when performed "live," it doesn't really matter as long as the performance is visually strong.

St. Zentner's orchestra brought a swinging touch of sophistication to the proceedings, and a contest hit, featuring teen-aged musicians, should prove a solid audience-building gimmick. Emcee Merv Griffin is attractive, albeit a bit of a snob, and a first-class pop singer. However, he is handicapped by the script's overly precious intonos to musical numbers. Straight lines would be better suited to his style.
 June Bundy.

CONCERT REVIEW

A Top Prokofiev Interpreter

One of America's bumper crop of fine classical pianists is Malcolm Frager, whose first RCA Victor album was released recently. Frager, who won the 1959 Levantini Award Competition and the 1960 Queen Elizabeth of Belgium Competition, showed his formidable technical ability at Carnegie Hall this week. A strong, pure musical line with almost no idiosyncracies is rare these days, but Frager showed them, too. The combination of musicality and technique is a potent one.

Where the youth is still lacking is in getting inside the music and delivering an emotional performance. This could come with maturity. Thus, his renditions of the Bach G Minor Toccata and the Haydn E flat Sonata both were crisp but cool, and four Chopin selections were attractive if not moving. Frager was at his best, however, in giving Prokofiev's Sonata No. 6 in a blazing, masculine rendition. This dynamic performance ranked with that given the same work a few days earlier by Sviatoslav Richter, and marks Frager as an outstanding interpreter of Prokofiev. It was that composer's Piano Concerto No. 2 that won Frager his Competition laurels and which he plays on his new Victor album.
 Sam Chase.

TREND INSPIRES

Buffalo Aired Adopts 'Sing Along' Formula

BUFFALO—The "Sing Along" album trend has inspired radio station WEBR here to revamp its entire music schedule to a "sing along" format, described as a "majority appeal" programming.

Created by program promotion chief Bill Schweitzer, the "sing along" format utilizes "sing along" album selections 50 per cent of the programming day, plus other selections which "mash in mood, spirit or nostalgia" the community sing-styled sides.

When a sufficient amount of "sing along" material is available, the station plans to program "sing along" was exclusively. Tagged WEBR 970 "Sing Along Radio," the new format, considered unique in the U. S. radio field, was launched here last month with an out promotion campaign. Elaborate tabloids, featuring lyrics to some 200 "sing along" songs, were included in local newspapers along with special ad campaigns. The song sheets were designed to enable listeners to sing along on the air.

They also are part of a contest, whereby, if a dialer is telephoned by WEBR and sings one chorus on the phone, he wins a transistor radio and a recording of his voice. To be eligible listeners must join a "Sing Along Club," which they do by mailing their name, address and phone number to the station. Membership blanks on "Sing Along Club" were also distributed, in the form of 50,000 table mats, to every major restaurant in Buffalo and Western New York.

Mich Miller, the "Sing Along" album king, cut special congratulatory spots for airing by WEBR, and his Columbia "Sing Along" albums were offered to all "Sing Along Club" members at a reduced price (\$2.75) for a limited time. Clearance was obtained from all local dealers on this promotion.

Future promotional plans of WEBR include "sing along" assemblies at local high schools and colleges and industrial plants (during lunch hours), at which time WEBR deejays will present a live community sing program. Also in the works is a "Sing Along-Roaring Twenties" parade down Buffalo's Main Street with local students and WEBR spinners wearing r&B hats, etc.

Schweitzer comments: "In my mind the greatest value of our 'sing along' format is that it enables our audience to actually participate in the WEBR programming, and so achieve a closer identity and rapport with the station." He also claims the "sing along" format has already sparked more sales on "sing along" albums in Buffalo and Western New York.

BUFFALO AIRER ADOPTS 'SING ALONG' THEME

Continued from page 1

Club were also distributed, in the form of 50,000 table mats, to every major restaurant in Buffalo and Western New York.

Mich Miller, the "Sing Along" album king, cut special congratulatory spots for airing by WEBR, and his Columbia "Sing Along" albums were offered to all "Sing Along Club" members at a reduced price (\$2.75) for a limited time. Clearance was obtained from all local dealers on this promotion.

Future promotional plans of WEBR include "sing along" assemblies at local high schools and colleges and industrial plants (during lunch hours), at which time WEBR deejays will present a live community sing program. Also in the works is a "Sing Along-Roaring Twenties" parade down Buffalo's Main Street, with local students and WEBR spinners wearing r&B hats, etc.

Schweitzer comments: "In my mind the greatest value of our 'sing along' format is that it enables our audience to actually participate in the WEBR programming, and so achieve a closer identity and rapport with the station." He also claims the "sing along" format has already sparked more sales on "sing along" albums in Buffalo and Western New York.

The Latest



RAY CHARLES

ATLANTIC

HITS!!!!

COME RAIN OR COME SHINE

b/w

TELL ME YOU'LL WAIT FOR ME

2084

IF I DIDN'T LOVE YOU LIKE I DO

GO! YES! GO!

Clyde McPhatter

2082

LORELEI

JUNCO PARTNER

Lonnie Donegan

2081

SAY YES

WARM YOUR HEART

The Top Notes

2080

atlantic records

VOTE FOR

FRANKLIN DELANO BROWN

The Cash Box Best Bets

THE FOUR SPORTSMEN (Sunny Brook 1) (B+) "FRANKLIN DELANO BROWN" (2.25) [Bluebell ASCAP-Perouse, Faith] Strong campaign—backed by the music industry. Boys offer their candidate with a charming-sounding beat. Could be a break-wide-open novelty hit.

Co Wins Disk Pact

NEW YORK — Columbia Records has won a one-year pact with the United States government to provide recording services and pressings for all government agencies. Contract runs until October 31, 1961. Disks will be made for 60 different government agencies, including the Armed Forces Radio Services, National Guard, Treasury Department and Veterans Administration. For many years this recording service was handled by Allied Records of Los Angeles.

Epic's Lanin Push

HOLLYWOOD — Epic is declaring a 20 per cent discount on all Lester Lanin albums, stereo and mono, during November, as part of a 30-day Lanin push. Price cut includes Epic's "Lester Lanin Christmas Dance Party," "Happy Society," "Dancing on the Continent," "Dancing at the Mardi Gras," in addition to eight other Lanin LPs.

AFM Blasts

Continued from page 2

firm, holding an AFM recording license under the name of Patie Enterprises, Inc., recorded the vocals on October 27 featuring Lewin. During the same session, the union claimed, recording was made of the same accompaniments sans vocals. This, AFM said, is a violation of its contract with Patie firm.

AFM presy Herman Kenin claims his union is fighting tracking as an industry evil on the ground that it is "an untimely shortcut" aimed at reducing the hours of musicians. Union is opposed to having the studio tracks floating around since it makes it more difficult for it to police their work. Recording companies have used separate tracks as a money-saving means.

★★★★ NOMINATED BY ★★★★★
THE FOUR SPORTSMEN

The record shows 98% acclamation by the Record Review delegation from American Bandstand.

**** ELECT A WINNER ON ****
SUNNY BROOK RECORDS

6400 N. Broad St., Philadelphia, Pa. LI 8-5010

3-Way Pic Tune Push

NEW YORK—M-G-M Records has effected a three-way promotion with M-G-M Pictures and Robins Music on the picture of "Rhubub Dubu Doo," from the pic, "Key Witness." The picture features Charles Wolcott and the M-G-M Studio Orchestra.

The combined effort is being brought into play in the field of concentrated direct coverage, special ads, streamers and direct mail pieces to dealers. Robins is advertising out field men to push the disk, while the picture company has prepared a movie trade newspaper ad, highlighting the tune and the push behind it.

when answering ads . . .
Say You Saw It In The Billboard

Dot[®] RECORDS presents

Another Million Selling Single

**DEBBIE
REYNOLDS**



**"IT LOOKS LIKE RAIN
IN CHERRY BLOSSOM LANE"**

"SATISFIED"

#16156



"THE NATION'S BEST SELLING RECORDS"

All-Out Debut

• Continued from page 3

dion, five table model radios, and 10 UA albums. Each entry must be accompanied by a 25-word-or-less statement about which of five Ultra Audio LP's the contestant likes best. Closing date for entries is midnight, May 31.

UA vicepres—general manager Art Talmadge and artist and repertoire chief Don Costa have already started cutting the second series of Ultra Audio LP's, scheduling daily recording sessions thru the end of the year in order to meet the deadline for the second release.

The new Ultra Audio albums will feature the Sauter-Pinnegar band, Ralph Marterie's orchestra, Eddie Gorme, Steve Lawrence, and others. It's interesting to note that the Gorme-Lawrence packages will mark the first presentation of name vocalists in the "Sound" LP framework.

This is in line with Talmadge's contention that the coupling of well-known disk personalities with the "sound" gimmick will enhance sales on such a series. The first Ultra Audio series features LP's by pop chart-makers Ferrante and Teicher, Don Costa, Terry Snyder who had several top-selling sound LP's on the Command label, Al Caiola and Nick Perito.

UA and Ideal Distributors here are holding an industry-wide party November 9 at the Barbizon-Plaza to introduce the new Ultra Audio line and the above artists. Meanwhile, UA execs—headed by Talmadge—hit the road this week to help kick off Ultra Audio in other cities across the country.

Andy Miele, national sales manager, is covering Pittsburgh, Cleveland, Cincinnati and Boston; National Promotion Manager Eddie Matthews, the Midwest and New England; National Advertising and Publicity Director Norman Wheeler, the East, and Sid Schaffer, the West.

"Crash Program"

• Continued from page 3

arate story) of CMA give careful consideration to the employment of a hard-biting director of operation, and the initiation of a public relations program to carry the CMA story into every home.

Stating that there are many challenges ahead, Gay told the membership: "Either you must be a hammer, or you will be made into an anvil. We must continue hammering away."

In reviewing the accomplishments of the organization, Gay noted that CMA now had over 600 individual members and 25 organizational memberships. A drive to double this figure in one or two years was called for. He also pointed out that the organization, while not "flush" economically, nevertheless had a sizable nest-egg (Max Wiseman earlier gave a run-down of finances).

In analyzing music trends, the retiring president pointed out the upsurge of country and country-oriented recordings in metropolitan areas, and the better publicity breaks both in trade and national magazines. He noted CMA's efforts on behalf of cleaner chart listings; and a better "image." And he pointed with gratification to the fact that the Harris Committee hearings did not cast any shadow on the country field. Finally, Gay stated that CMA had proven an important force in welding the bonds of friendship between artist and promoter, writer and publisher, between record companies and jockeys—and it has been a practical communications pipeline to the American public.

Gay's address was heard by several hundred members, who then participated in an enthusiastic question and answer session relative to the present and future of the country field.

Harris Spells Out Duties

• Continued from page 3

and television as an instrument of public service is recognized in the Communications Act of 1934 and it was recognized before in the Radio Act of 1927."

Harris noted that the licensee is essentially a trustee "in that his license to operate his station imposes upon him a non-delegatable duty to serve the public interest in the community which he has chosen." Noting that television network programming rather than local programming is the order of the day, Harris commented (quoting from the FCC) that "the station licensee has little part in the creation, production, selection and control of network program offerings."

"Further," he added, "we must face the fact that many radio and

television stations have become speculative properties in the market place, and capital gains rather than public service to the community has become the watchword for some speculators who are broadcasters in name only.

"Under these circumstances, Congress will have to re-examine some of the premises on which our American system of broadcasting is based. Congress must ask and answer such questions as what happens to the need for developing and using local talent in radio and television programming? What happens to programs designed to serve minority groups and special tastes?

"Congress will have to determine whether the networks shall be held accountable as co-trustees together

with individual broadcast licenses in serving the public interest..."

Harris asserted the assemblage that Congress does not wish to hand over control of radio and television programming to the FCC or other agencies. He added: "I certainly do not believe that the American people would want us to give such a mandate to any group of government officials no matter how admirable their background and how benevolent their intentions might be."

Nevertheless, explained Harris, the airwaves are the property of the people and are not to be used exclusively for the financial gain of persons or corporations. Rather, the airwaves are licensed "so that the American people may receive the benefit of an important public service." Chairman Harris commended WSM on its public service record.

Col. Names V-P.

• Continued from page 3

they have appeal throughout Latin America. In the future, Columbia's Latin operation will release almost all disks simultaneously in Mexico, Argentina and Brazil, and wherever possible with its licenses.

Rougemont noted that few American pop disks sell big in South American countries—with specific exceptions—due to the language barrier. He stated that if American publishers would provide good, hip Spanish versions of their pop songs they would do much better with their material in Latin America. The new Columbia vespe was in New York last week to visit international a.s.r. chief Nat Shapiro, and then flew to the firm's Mexico City operation for a look at the operation there, prior to returning to Buenos Aires.

NOW AVAILABLE TO ALL BROADCASTERS
5 BIG NEW RECORD AND ALBUM SERVICES

1 CATALOG ALBUM SERVICE OF RSI:

You may order any complete category you require for your station. Prices are based on the number of albums contained in each category.*

1. CATALOG ALBUM SERVICE*

DANCE ORCHESTRA	25
EASY LISTENING	100
CLASSICAL	50
LIGHT CLASSICS	50
OPERA EXCERPTS	25
BAND, CONCERT, MARCH ..	25
POPULAR HIT PARADE	25
INTERNATIONAL	25

LP's \$ 25	25
100	25
50	25
50	25
25	25
25	25
25	25
25	25

THEATRE	25
LATIN AMERICAN	25
FOLK	25
CHILDREN'S	25
RHYTHM AND BLUES	25
JAZZ	30
CHORAL	25
SPECIALTY	25

LP's \$ 25	25
25	25
25	25
25	25
25	25
30	30
25	25
25	25

NEW ALBUM SERVICES OF RSI:

You receive new albums "Spotlight Winners" each month, selected by the music staff of Billboard as among the best of the new albums.

2 Popular

10 new albums per month for 12 months	
120 albums	Total \$125

3 Classical

5 new albums per month for 12 months	
60 albums	Total \$70

SINGLES SERVICES OF RSI:

4 "Hot 100"

If you program popular single records: You receive ten (10) new records a week, the best of the new releases.

Price for one year—52 weeks—10 new records a week, a total of 520 of the best of the new releases:
ANNUAL BASIS \$160 per year via regular mail. \$190 via air.
QUARTERLY BASIS \$42 per quarter via regular mail. \$50 via air.

5 "Easy Listening"

You receive six (6) new records a week, the best of the new releases (no rock and roll).

Price for one year—52 weeks—6 new records a week, a total of 312 records:
ANNUAL BASIS \$110 per year via regular mail. \$140 via air.
QUARTERLY BASIS \$30 per quarter via regular mail. \$38 via air.

*We will permit you to select items of your choice for \$1.10 each with a minimum order for 50 albums. Write for catalog of album listings.

START YOUR RECORD AND ALBUM SERVICES TODAY!



RECORD SOURCE, INC., 333 EAST 46TH ST., NEW YORK 17, NEW YORK PHONE: TUROK 6-0155

WE ARE ENCLOSING \$_____ FOR SERVICES AS INDICATED.

COMPANY NAME _____ CALL LETTERS _____

ATTENTION _____

CITY _____

STREET _____

STATE _____

ZIP _____

RSI reserves the right to cancel subscription services on a pro rata basis. It is a condition of this order that records supplied by RSI will be used for and by broadcast personnel only.

**STICKING
OUT ...
like a sore
thumb!**

**2 BIG
HITS
ON ALL CHARTS
GOING POP ALL THE WAY!
East—West—North—South
—ALL OVER!**

LITTLE BOOKER'S

GO'Z
PEACOCK 1697

**BOBBY BLAND'S
CRY CRY
CRY"
DUKE 327**

SOCK NEW SINGLES

**LITTLE JR. PARKER'S
STAND BY ME
b/w
I'll Forget About You
DUKE 330**

**BUDDY ACE'S
THIS LITTLE
LOVE OF MINE
b/w
Won't You Reconsider
DUKE 325**

DUKE-PEACOCK RECORDS

2809 Ervins Street
Houston 26, Texas

**TWO CRAZY
SCIENTISTS**



**CAPITOL'S SINGLE HITS FROM
"THE UNSINKABLE MOLLY BROWN"**

**Will be ready for
DJ spins on NOV. 21**

No songs from this Great New
Meredith Willson Musical may
be performed anywhere before
that date.



1-Stop-Distrib Clash in L. A.

Continued from page 4

Billboard: "We have never solicited a distributor's account since we have been in business. Whenever dealers have come to us and said we hear you are offering this type of service, we naturally would do business with them at their request, but it's business we have never sought."

Furthermore, Ricklin strongly denies that his firm offers a blanket 100 per cent return guarantee to dealers. Instead, Ricklin explains, his California Music agrees to guide dealers on what they should stock.

Some distributors, smarting from Ricklin's latest move to buy from outlets outside this territory, claim the one-stop is being unreasonable on a number of counts. He expects the distributors, they say, to extend a 5 per cent discount and back up their orders with a 100 per cent exchange privilege, but then turns around and competes openly for the distributors' regular accounts (and what's more, gets them), and now is shipping in merchandise from Eastern suppliers. The only possible recourse for the distributors is for them to pool their resources and open their own one-stop operation in open competition with Ricklin.

Ricklin insists he has been as fair and above board in his dealings with the local distributors as is humanly possible. He told The Billboard: "I have bent over backward to give them a break for years. They have to start meeting competition. We're doing it, and it's time they should." Ricklin said that three months ago he attended a meeting of the local distributor's association and gave them a 30-day notice that he will start buying records outside the territory unless they could resolve the problem of giving him competitively priced merchandise. "That," he said, "was three months ago. I gave them a month's notice and I waited three months before I did anything."

Transshipping Clash

Abe Diamond and Diamond Distributing clashed early this week with Ricklin over the transshipping incident. Diamond claimed he was being forced to cancel Ricklin's discount and return privileges as a result of his buying his lines from Eastern suppliers. Diamond told The Billboard that a local distributor cannot be protected against receiving in returns merchandise that had been purchased elsewhere. Sid Talmadge of Record Merchandising met with Ricklin in an effort to relieve the problem, and left with the one-stop's assurance that the distributor would not get in returns product purchased outside this territory. Talmadge was unclear as to what system would be used to keep the out-of-State imports separate from product bought here. Jack Andersons of A & A called for an itemized list of what

Ricklin was returning in an effort to get it against orders. A mild exchange resulted between Ricklin and the distributor, with the one-stop claiming what he had said was intended to be a humorous remark (he reportedly threatened to stop buying from A & A altogether) while A & A said its request for an advance list of returned merchandise is standard procedure for the distributor.

Ricklin told The Billboard that A & A is among the distributors whose lines he will not import from other territories, despite the fact he can buy his merchandise cheaper elsewhere. Among others on the one-stop's no-transship list, he said, are Hart Distributing, Sunstate, Moderna, and California Distributors. He won't pass these distributors, Ricklin claimed, because they have always cooperated with him by extending to him special programs offered by the manufacturers. Some of the other distributors, he said, feel the manufacturer's opinion should not be passed on to one-stop.

Distributing is being called for Tuesday (8) in an effort to resolve the situation. Reports reach that high on this meeting's agenda will be the consideration of forming a distributor-operated one-stop to compete with Ricklin's operation.

Composers' Guild Elects Officers

HOLLYWOOD — Composers and Lyricists Guild of America elected 12 board members to a three-year term of office last week. Representing the western wing were screen composers Jeff Alexander, Leigh Harline and Leigh Stevens (CLGA proxy); radio-TV composers Basil Adlam and Wilfred Hauck; specialized composer Benny Carter. All were former board members and were re-elected to office. Songwriter Ralph Freed was newly elected to the board. From the eastern wing, screen composer Winston Sharples and specialized composer David Terry were re-elected; radio-TV pantheon Cornel Tansky and songwriter File Siegmeyer were newly chosen.

Indict Seven

Continued from page 4

Records; third, grand theft against Verve Records; and fourth, attempt to commit grand theft against Balt Yanez. Yanez is an investigator in the district attorney's office who had been assigned to arrange to purchase a stack of the bogus records from the counterfeit ring. District Attorney William McKesson stated that the cases are now being prepared for trial and that 200 cubic feet of evidence (in the form of bogus disks) has been assembled.

Meanwhile in New York, ARMAIDA proxy, Art Talmadge, said that Sigmund Steinberg, of the law firm of Blanc, Steinberg, Berger and Steinberg, would shortly fly to Los Angeles to review the evidence with the authorities. The firm, operating in behalf of ARMAIDA, has been instrumental in developing evidence against disk bootleggers and counterfeiters.

Linfield Joins UA Field Staff

NEW YORK — Lloyd Linfield has been appointed Southern field representative for United Artists Records. He will cover Atlanta, Miami, Memphis, Nashville, New Orleans, Dallas, Houston and Oklahoma City. Linfield was formerly general manager of S. & W. Distributing, Memphis, and prior to that was associated with Decca and Columbia in sales.

RENT!

2,200-SEAT

**CARMAN THEATRE
IN PHILADELPHIA**

Exceptionally Seated. Fully furnished and equipped with latest equipment, including wide screen, stereophonic sound, large stage, new dress and musical comedy. 1,200 seats on first floor, 1,000 balcony seats. For full particulars write or call

ALBERT M.

GREENFIELD & CO., Inc.
Widens & Junior Sts. Philadelphia 7
Telephone: Kingsley 3-1600

REALLY BIG!

**THEME FROM
THE APARTMENT**
FERNIE HITCHER
Walled Artists—4231

LEROY ANDERSON'S

SERENATA

SARAH VAUGHAN
1215—4215

MILLS MUSIC, INC.

**MIDNIGHT
MOUNTAIN**

**BOBBY • DIXIE
FENSTER RECORDS**

WRITE

HEIGH-HO CORP.
107 FIFTH AVENUE
NEW YORK 17, N. Y.

Janie & Jeanne
"SLEEP WALKIN'"
b/w
"YOU'LL FIND OUT"

Cap. 4456

CENTRAL SONGS INC.
400 Sunset Blvd., Hollywood 35, Calif.
Phone: Hollywood 3-0207

SPACE TO LEASE

For Record Department
In Heavy Traffic, Credit Store on
Wally Box 512, The Billboard
1504 Broadway N.Y.C.

**GIVE TO DAMON RUNYON
CANCER FUND**

**ELVIS' GREATEST EVER!!!
Are You Lonesome Tonight?**

ELVIS PRESLEY

BOURNE, INC. (ABC MUSIC CORP.)

152 WEST 52nd STREET NEW YORK, N. Y.

'did you say
that the new
jimmy charles
record is out.



ADDIT
DOEZ IT
AGAIN!

ADDIT RECORDING CORP.
165 W 46 ST. N.Y. 36, NY
Phone JUDson 6-3702

ADDIT'S 'KEEPING POSTED' LIST

A MILLION TO ONE—Jimmy Charles (Promo-1002)
RAMBLIN'—The Ramblers (Addit-1257)
BIG McGOON—The Spydells (Addit-1220)
'CAN SHE GIVE YOU FEVER'—Ernie Tucker (Earth-501)
'DEAR ONE'—Mr. Lee (Addit-1229)
'TEARDROPS FOR A CHASER'—Jerri Granger (Addit-9117)
'HERE'S TO A BOY'—Sue Lahan (Promo-6162)
GINNY BELL—Paul Dine (Promo-2180)
'MISTER MAN'—The Macquerades (Formal-1012)
'HELP ME SOMEBODY'—Johnny Brooks (Addit-1436)
IF I'D KNOWN—James Bailey (Promo-5211)
AGE FOR LOVE—Jimmy Charles (Promo-1003)

STORE-TESTED PROFIT POINTERS FOR DEALERS

Listening Room Adds Realism to Audio Demo

By ROBERT SCOTT

It's much easier to sell high-ticket home music equipment if the surroundings in which the customer sees and hears it remind him of his own listening room at home, and if they help him to visualize how the equipment will look in it. You will find that, if you have an unused storage room at the back of the store or an empty loft upstairs, you can convert that waste space into an attractive listening room for a total maximum cost of less than \$500. Here's how.

Listening Loft

Let's take that unfinished loft upstairs, for example, because it requires the most work and comes closest to the \$500 figure. You can probably use the stairway that leads up to it now, if you paint the steps and the walls to make them more attractive. The biggest single expenditure in carving a room out of an unfinished loft is the ceiling, including the lighting and wiring for the room. The cost for a 15 x 20 foot room for a decorated ceiling, complete with finished lighting, outlets for equipment, etc., amounts to \$131.60.

By using a plastic grid ceiling, such as the type marketed by Juffe Products Corporation of Brooklyn, N. Y., you eliminate the need for costly lighting fixtures and installation, and at the same time, the acquire a attractive ceiling. The

grilles are available in a number of patterns, can be installed by your own store personnel or by one of a series of odd moments, and facilitate cleaning and replacement of burned-out bulbs. Juffe's Pygmy grilles in panels measuring 15 1/2 inches by 2, 4 and 6 feet which slide into moulding laid across the ceiling. Holding the affair in place is a series of hooks, one in each section, which can be attached to the unfinished rafters in your loft. The lighting, consisting of naked 60 or 100-watt bulbs in ordinary porcelain fixtures can also be attached to the rafters. To diffuse the light, and to hide the unfinished ceiling, it's a good idea to use sheets of opaque plastic over the Pygmy.

Electrician's charge for the wiring, which includes six ceiling fixtures spaced five feet apart and outlets for equipment along the baseboard of the room would run in the neighborhood of \$70 thru-out most of the country. In New York, where electric rates are a bit high, this is computed on the basis of \$10 per outlet. In other areas, charges may be substantially lower. Because the building codes of most communities stipulate that all wiring must be inspected by a master electrician, it's better to turn the work over to an electrical contractor than to attempt to do it yourself—unless your serviceman is a master electrician.

It should take a full day to install a 15 x 20 foot ceiling. (Continued on page 38)

Capehart Adds 3 New Divisions

NEW YORK — The forming of three new divisions and the appointment of a like number of new vice-presidents and general managers to head up these new divisions has been announced by the Capehart Corporation.

One of the new divisions is called Manufacturing, to be headed up by Pat Gale. Gale has been with the company for 25 years and was most recently vice in charge of engineering. This division will handle the production of both consumer products and industrial and auxiliary equipment. Dr. H. Y. Gelman has been appointed vice-president of the second new group to be called, Research, Development and Engineering Division. Engineering Services is the third of the new divisions, and, under the leadership of Irvine Mirman as vice-president, will control Capehart's worldwide network of field engineers.

'59 Indie FM Loss \$1 1/2 Mil

NEW YORK — A report by the Federal Communications Commission issued recently shows that a net operational loss of some \$1,600,000 was incurred by independent FM radio stations for 1959.

Figures in the report show that the total revenue compiled by the 148 FM stations which are operated by non-AM licensees amounted to \$4,300,000 while expenses amounted to \$5,900,000.

Another point the report made was that of the 148 FM stations operated by non-AM licensees (independents), 110 reported losses. The total number of FM stations, however, was 662 in 1959, and compared to 533 in the previous year.

Radio, TV Retail Sales At Sept. Peak

WASHINGTON — This year's highest monthly total for the retail sales of television and radio sets were racked up in September, according to a report released by the Electronics Industries Association last week.

Biggest monthly rise was seen in the radio field where some 307,484 more sets were sold than in August. Total for September was 1,102,092 for September and 794,608 for August. These excluded auto radio sales. Year-to-date figures were still swelling well above the 1959 total: 6,348,421 for 1960, as opposed to the 5,285,878 for 1959.

Total production figures for radio, too, showed a yearly high. A total of 1,945,092 sets rolled off production lines in September while 1,048,466 were produced in August. Of this total FM production accounted for more than 50,500 of the over-all radio gain.

RCA Victor Usters Williams

NEW YORK — A 35-year veteran of the RCA Victor Sales Corporation, Jack M. Williams, has been named to that firm's post of national sales manager for RCA's sales promotion. Mr. Williams will supervise advertising and sales promotion for RCA's TV, radio and stereo consoles, and tape recorders. He also will be responsible for the forming and directing of distributor sales training and preparation of sales training material.

3M Sales Ahead of '59

ST. PAUL — The Minnesota Mining and Manufacturing Company has issued a report stating that its sales and income for the first nine months of 1960 are ahead of the same period to date last year. Total sales of \$403,145,898 were racked up by the 3-M firm and its subsidiaries, while the net income was \$50,134,365, giving a profit per share of 98 cents. This compares favorably to the \$363,332,649 total sales and income of \$45,698,317, or 89 cents per share for the same period in 1959.

The figures for 1959 have been restated to reflect foreign operations which, except for the Canadian, were not included in prior years. Sales of the two firms acquired earlier this year, Mutual Searchlights and Revue Camera, are also included in the sales figures.

Baker, Radio, TV Pioneer, Dies at 68

SYRACUSE — The radio and television industry was saddened to learn of the death this past week of Dr. W. R. G. Baker, president of the Syracuse University Research Corporation. He was 68.

Dr. Baker was universally known and respected through the trade as a pioneer and great contributor to the entire radio and television industry. As chairman of the National Television Systems Committee, he was instrumental in developing standards for black and white and color TV. He served on many organizations and corporations and belonged to many private and governmental bodies which helped formulate and implement progressive trends and policy for the entire radio and television industry.

Amplex Market Tests Threader

SAN FRANCISCO — An automatic threading attachment, which is currently only available with the Amplex PR 10 professional tape recorder, is being market tested extensively to find out whether it should be sold as part of the firm's other tape recorders.

Costing an additional \$35, the attachment simplifies the threading process, which has always been a problem to amateurs, and which is even a bit more complex on the PR 10. A speed test showed that it took an Amplex engineer only two seconds to thread the machine with the new unit as opposed to 14 seconds by hand. A company spokesman said that dealer reaction to the new unit was good and that some were asking for it on display and demonstration models.

Motorola Yule Window Displays

NEW YORK — Motorola dealers are being offered a strong Christmas window display to draw attention to their line of stereo products. The display contains more than 80 separate pieces ranging from placards to ornaments which dramatize the products highlighted. The display is usable in nine and 12 foot windows and will be installed by the company's professional window trimmers.

NEW AUDIO PRODUCTS

Set Combines Spoken & Written Word

An unusual six-transistor radio-desk set with two ball-point pens and calendar is being marketed by Harle Transistor Products of Jamaica, N. Y. The new unit is called the Pen-a-Mate (PMR-1 model), and includes an earphone jack. The radio is operated on four penlite batteries and is enclosed in cherry wood with cowhide. It comes in a choice of either black or brown leather with



polished brass trim. It sells for \$49.95.

Clock Radio on the Move

A 32-hour, spring-wound clock is packaged with a six-transistor portable radio in the Westcoast Travelaire clock-radio combination. The new unit is being introduced on a limited basis and comes in either a his (left) or her (right) model. The Travelaire is three and one-eighth inches wide and one and one-half inches deep. It comes in a shock resistant plastic case and has an earphone for personal listening. There is a 90 day guarantee on the combo.

The clock has a luminous dial. The model for males



comes in oxford gray with ivory trim, while the female model is turquoise with an ivory trim. The carrying cases are optional and are of either gray or light tan. Suggested list prices are \$44.95 for the unit, \$49.95 with carrying case.

Automatic Reverse Recorder

American Concertone has introduced a new four-track tape recorder that allows the player to play an entire reel of four-track tape with attention. The Reverse-40, as the unit has been dubbed, performs all functions of a normal quarter-track machine and has, as well, an automatic reverse feature which is capable of giving up to one and one-half hours of continuous play at seven and one-half inches per second speed; and up to three hours at three and three-quarter inches per second.

The Reverse - G - Matic uses two separate four-track playback heads. In addition the company is also debuting



a conversion kit (No. 540) which allows the regular Concertone 505 to be converted to automatic reversal. For further information and suggested prices the company invites inquiries to its Culver City, Calif., main office.

Recorder Has Labor, Parts Guarantee

A one-year guarantee accompanies the new Astor-Sonic II tape recorder being introduced by the Penton Sales Company of Chicago. The guarantee covers all parts and labor needed for repair of the machine within the one-year period. The company makes all parts for the machine. It also has two speakers: a four and a six inch horn, which are mounted in a leatherette covered wood cabinet. The



price of the unit is \$189.95 for a monophonic set, and \$219.95 for the stereo set.

Aluminum Tabs Cue Tape

Milwaukee's W. H. Brady Company has devised and is marketing an aluminum foil cueing tape especially designed for automatic cueing with the new piano tape and magnetic recording tape. When the Quick-Cue contact tabs reaches the contact points at the point of reversal, it actuates the mechanism to stop and shut off the reproducer or reverse and repeat the program.

New Tuner Kit

The LK-72 is a new 72-watt stereo amplifier kit being introduced by the H. H. Scott Company. The new unit comes packed in a special "Kit-Pak" that opens into a worktable, and folds up to be put away when not wanted. The same company also introduced a 100-watt stereo power amplifier, the Model 290, which has a meter monitor feature. This allows the user to adjust to changes of output tube bias to maintain peak performance and balance between channels.

(Continued on page 39)

DRAMATIC BEAUTY



V-M stereophonic high-fidelity console phonograph - model 816

The elegant Danish Contemporary styling of this exquisite instrument makes it a real beauty . . . a tribute to your fine furniture taste! Here is luxurious convenience plus matchless performance characteristics for your most discerning customers.

THESE DOMINANT PRODUCT FEATURES CLOSE MORE SALES! • Genuine Walnut Cabinetry with hand-rubbed finish . . . certified by the American Walnut Manufacturers Association • V-M Deluxe "Stere-O-Matic"® L-Speed Automatic Record Changer plays all records, (stereo

or monophonic)—and plays them better than ever before!

• Full Frequency Range on BOTH channels is provided by two superior 12" woofers and two angle-mounted 3" tweeters • Diamond Needles • Powerful Dual-Channel Amplifier provides 40 watts (peak) power output; 20 watts each channel • Auxiliary Speaker Output permits you to add extra speakers to each channel . . . or use console speakers for one channel and external speakers for other! • Two Large Record Storage Compartments • "Drop-In" Tuner Available.

STYLED FOR SELLING—Only \$350.00* List!

new standout sellers...from a standout leader!



V-M Model 803



V-M Model 805

V-M stereophonic high-fidelity console phonographs model 803 and model 805

• Cabinets bear the coveted approval tag of the Fine Hardwoods Association • V-M 4-Speed Automatic Record Changer • Automatic Manual-Play • Full Frequency Range on BOTH channels • Four Speakers, two woofers, two

tweeters • Record Storage Compartment.

V-M Model 803 in Fine Mahogany Hardwood—

\$199.95* List

V-M Model 805 in Fine Walnut Hardwood—\$229.95* List

V-M Accessory "Drop-In" Deluxe FM-AM Stereo Tuner. Affords simple installation. Sell these glamorous consoles with or without the "drop-in" tuner for even greater sales appeal! \$99.95 List

*Slightly Higher Model

call your V-M distributor—today!

the **Voice**  of **Music**®

V-M CORPORATION • BENTON HARBOR, MICHIGAN • Known for the Finest in Record Changers, Phonographs and Tape Recorders

NEW AUDIO PRODUCTS

• Continued from page 26

Magnetic Tape Head Cleaner

The X-Sol division of the E. I. Hearn Company, Pasadena, Calif., has a magnetic tape recorder head cleaner on the market. The product is in actuality a wick which is run thru the threading area of the machine, and which cleans by dissolving the oxide that accumulates on the recording and playback heads.

GUJARISTS

and ALL musicians...
and vocalists...

discover the amazing

TOTAL SOUND

of Eco-Fonic portable

ECHO-REVERB

CHAMBER

Unlock the hidden beauty and depth of your music. Create concert hall echo and reverberation effects anywhere—just as in millions of dollar recording studios—and just as many top pros are now doing with Eco-Fonic.

Send for

FREE RECORD

Eco-Fonic, Inc., Dept. 4
801 So. Vermont Ave., Los Angeles, Calif.
Send 35¢ "TOTAL SOUND" record and
blueprints.

NAME _____

ADDRESS _____

CITY _____ STATE _____

ZIP CODE _____

Bogen Puts On Traveling Stereo Show

NEW YORK—A unique cross-country high-fidelity and stereo show is currently making the trek thru 65 cities of the United States. The "Stereo Festival," as the tour has been dubbed, is being presented by the Bogen-Presto components combined in conjunction with the University Speakers. The self-contained hi-fi lineup, in accompanying the First Waring and His Pennsylvania troupe, setting up in the lobby of the theaters in which Waring is performing.

The hi-fi firms report that Waring is co-operating to the hilt, demonstrating the multi-channel sound system the companies have built for his musical productions, and taking up the exhibit in the lobby. Dealers in individual cities have been co-operating and have been plugged by the show. The compact unit itself is made up of receiver and turntable, and three types of speaker systems. Streamers and placards depicting typical work on it during show periods are part of the exhibit.

A CORRECTION

NEW YORK — To correct some of the confusion that has resulted from an incomplete listing in the directory in this section labeled "Makers and Sellers of Tapes," The Decca and Coral recording companies should have been named distributors of their own pre-recorded tape. The tapes are manufactured, however, by United Stereo Tape of Bloomfield, N. J. UST was erroneously named as distributor of Decca and Coral tape products.

Listening Room Adds Realism

• Continued from page 26

first step is the installation of 705 feet of moulding — strips every 15 1/2 inches, centered on the normal 16" rafters of the loft, with cross pieces every four feet. In addition, extra cross pieces must be laid midway between these four-foot pieces, to support the entire section of grille, there are two mouldings, running along the sides, at the ends, and one across the middle for support. Having installed the moulding, it's a simple matter for you to secure the cross pieces to the rafter by means of hooks available from your hardware dealer. Then, you simply slide the plastic into place and let the Phillips screws over the top. At the end of the day, your ceiling is ready—at a materials cost of \$238 and a labor cost of \$15. If you decide to do the job piecemeal, you can eliminate the labor cost by having the store personnel work on it during show periods.

Mounting the Walls
Mounting the walls is both simpler and less expensive. The first step is to lay out, on the floor directly beneath your ceiling, the area your new showroom will cover. Then mount 2 x 4 support beams every 16 inches around the perimeter of your room, leaving room at some point for a doorway. The beams may be nailed securely to the rafters and to a point directly below that on the floor. If your room is 15 x 20 feet, you'll need approximately 450 feet of support beams at a usual per-foot cost of 10 cents. Sheetrock, available from any building supply dealer, comes in 4 x 8 feet and 4 x 10 feet panels, at 6, 7 1/4 or 10 cents per square foot, depending on thickness. You'll need approximately 550 square feet of it, and chances are you can use the 3/8" thickness (6 cents per sq ft). If your local building code insists on fire-proof construction, you'll need the 1/2" thickness, at 10 cents. Installation time is estimated at slightly less than one working day, at a cost of \$12. Cost of materials for the doorway and the time in mounting them, might amount to another \$12.

The next step is painting the walls and finishing the floor. Wall painting can be a fairly simple job if you use a roller, requiring about 16 hours of paint and perhaps \$10 worth of time. Many manufacturers such as Fisher, Pilot, V-M, and others, have a neutral gray with their logo on the room to help you decorate. The drapes are available on request to dealers, and are usually a neutral gray with the manufacturer's logo on them. They blend in with almost any decor—in fact, you can use more than one manufacturer's drapes in the same room without worrying about clashing colors. In case you want to match the drapes to your color scheme, however, it might be a good idea to show your paint dealer a sample. Some paint lines like Standard Tint Chemical's Color Carousel, enable a paint dealer to get a mix which will give you an exact match. You don't have to keep paint cans around for retouching, either; the Color Carousel dealer keeps a record of

The Electronics Industries Association is currently involved in a study to determine the number of scientists and engineers working in the electronics industry. Survey is being done to ascertain what potential adverse effects such as defense programming could have on the reservoir of professional electronics manpower.

The same organization has named Orville Bridges, an Arvin Industries vice-president, to chair the radio section of the EIA's Consumer Pro-

ducts Division... New general sales manager for Glaser-Stiers in the Pacific Northwest, British Columbia and Alaska is Ned Contelstein... The Roy Bernard Company has been appointed to handle public relations for the Harmon-Korsten stereo system and component parts company... In like manner, the newly merged Hudon-Korsten stereo system and component parts company has named Robert D. Edouard and Associates to take charge of public and press relations.

Jack Fritsch is product manager for all electronic product lines in the Philco Consumer Products Division... The Reeves Soundcraft Company has a new Product Development Division headed by Vice-President in Charge, Edward Schmidt. Charles D. Alkman has been brought into the company to assume the post of vice-president in charge of manufacturing. Mr. Schmidt's former post...

There are two ways of doing a wood floor. Perhaps the least expensive and most attractive is to sand the wood down and varnish or paint it. With an electric sander, the initial part of the job can be done in an hour or so, at a labor cost of about \$2. Varnishing can take as long as two hours (one hour with a sander), with a cost of about \$4 and a materials cost of about \$4 for varnish or paint, and brushes. A good-looking wood floor can help achieve that home-like atmosphere you're after, particularly if the wood is good. It isn't, you may have to live with it. In either case, you'll need a good-looking rug—to suggest home living conditions, and to muffle some sound. The standard size which most nearly fits our 15 x 20 foot room is a 12 x 15 foot rug. A rayon rug with foam rubber backing in an attractive color adds to the appearance of the room and costs about \$75 a new, substantially less for a used one.

In the event your floor is concrete, you'll have to paint it with a special type of floor enamel. It seeps into the concrete floor and tends to "dust" after a while, producing a layer of fine powder through the room. Not only does "dusting" present a cleaning problem, it can get inside the equipment where it may do harm to records and equipment. Most hardware stores carry paints such as Standard Tint's R1W Korosit, a rubber-base floor enamel which prevents "dusting." However, such emulsions usually are available in only a few colors, such as grey and red, or pastel shades of green and blue. The latter are unsatisfactory for a store showroom floor because they show dirt immediately. You'll still need the rug on the floor and your paint cost will be about \$17.

Finally, to finish the room, you'll need some attractive, comfortable furniture not too much more than attractive leather couch and matching armchair, together with a table or two, a magazine rack and one or two lamps may do the trick. Perhaps a bookshelf in one corner will help. It pays, too, to keep your stock in the listening room to a minimum. Two or three of your best consoles, and perhaps one or two high fidelity component systems attractively arranged would be just about all the stock a 15 x 20 foot room could reasonably hold, without becoming an other sales floor. You may, in exchange for proper credits, be able to work out an arrangement with a local furniture dealer to let you have the furnishings on loan.

If you're lucky enough to have a finished room at the rear of the store, and if there's no other space available in the basement or the loft, you can save much of the extra painting and walling here. You'll need a painting and walling job, but you can save much of the building costs. Your major expenses then will be in paint and furnishings. In the case, an attractive listening room may well make back your investment in it within the year.

AUDIO NEWS BRIEFS

ducts Division... New general sales manager for Glaser-Stiers in the Pacific Northwest, British Columbia and Alaska is Ned Contelstein... The Roy Bernard Company has been appointed to handle public relations for the Harmon-Korsten stereo system and component parts company... In like manner, the newly merged Hudon-Korsten stereo system and component parts company has named Robert D. Edouard and Associates to take charge of public and press relations.

Jack Fritsch is product manager for all electronic product lines in the Philco Consumer Products Division... The Reeves Soundcraft Company has a new Product Development Division headed by Vice-President in Charge, Edward Schmidt. Charles D. Alkman has been brought into the company to assume the post of vice-president in charge of manufacturing. Mr. Schmidt's former post...

The Joe Mayers (he's president of Mayers, Klann, Linahay, Benton Harbor, Mich., and account executive for MCM Co.) and his wife are parents of a son, Robert Mathias, born recently... Sam Gross, 38 years old, Famous-Barr Company, Kansas City, Mo., is president of the St. Louis department store and nationally known as a buyer of radio-TV-stereos, retired February 1, 1960, after 15 years in the field of retailing consulting and lecturer upon his retirement from the May Department Store chain... Fred Parsons, vice president of the distribution with Victor, Zenith and most recently merchandising manager for Motorola nationalities, has been named general manager of Motorola's Chicago branch.

The Glaser-Stiers Corporation has appointed Arthur E. Seltsch of Baltimore as its new general sales manager for the firm's representative in the New England territory... Arthur E. Seltsch of Baltimore has been named as exclusive representative for the Pertron Tape Recorder folks. He will cover the Philadelphia - Washington - Richmond area.

Magnecord Loses Daly to Globe

TULSA, Okla. — The magnetic recording tape industry loses a prominent citizen today (7) when Hugh J. Daly, veteran sales executive, exits his post as vicepres of Magnecord, a division of Midwestern Instruments, to join Globe Electronics, Omaha, as vicepres of sales for the firm which makes citizen's band and ham radio equipment. Daly was originally sales manager with Elcor, Inc., Chicago, when that firm made tape recorders. He reported to Elcor in 1955 to join Magnecord, Chicago, as sales manager of their tape recorder line. He had previously emerged with Midwestern Instruments and moved to Tulsa, he resigned the title and became sales manager of the tape recorder division in the new merger reorganization. Daly has tendered his resignation as a member of the Magnecord Recording Industry Association's board of directors and also as public relations director of MIRA.

Paul Bunker, another Magnecord veteran who was serving as assistant in the sales department, and who recently resigned as manager of the firm, moves in as Magnecord sales chief.

Genmark Guarantee

NEW YORK — David Libsohn, president of Genmark Magnetics and Electronics, Inc., maker of Genmark 101 tape recorders, defined the terms of his company's guarantee on his firm's machines but as being a full year guarantee on all parts and labor to dealers. He also said that a full exchange privilege is included in case of a lack of repair facilities to handle the machines in a dealer's area.



How to get them? Every dealer wants to know.

• Mr. Dealer: Have you pulled a smart promotion, worked an original merchandising idea, made a clever tie-in pay off? Why not share your brainstorm with your fellow-dealers across the country, through the columns of the record dealer's trade paper, The Billboard.

Just send details to Lee Zhitto, The Billboard, 1520 North Gower St., Hollywood 28, Calif. We'll do the rest.

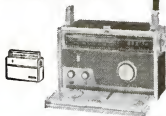
GIVE TO DAMON RUNYON CANCER FUND

Give the gift every traveler wants!

World's finest performing pocket radio— Zenith's Royal 500E!



Powered to tune in the world! Zenith's famous all-transistor Trans-Oceanic® portable radio receives both short wave and standard broadcasts—even navigation signals and FAA weather broadcasts. 9 supersensitive wave bands. Black Permawear covering with chrome and Roman Gold color trim. The Royal 1000D, \$275*†. Zenith's 8-band Royal 1000, \$250*†.



Plays in trains, planes, autos, boats! More power and tone for indoor or outdoor listening. Zenith's all-transistor Royal 500E has up to 300% more sensitivity to distant stations than a pocket radio without RF Stage. Has Zenith quality speaker plus built-in Wavemagnet® antenna, precision vernier tuning. Smartly styled non-breakable case in two-tone brick red and off-white, or solid maroon color or ebony color. The Zenith Royal 500E, \$75.00*. Other Zenith quality all-transistor pocket radios from \$29.95*.

*Quality-built in America by highly skilled,
well-paid American workmen*

ZENITH

*The quality goes in
before the name goes on*



ZENITH RADIO CORPORATION, CHICAGO 39, ILLINOIS. IN CANADA, ZENITH RADIO CORPORATION OF CANADA LTD., TORONTO, ONTARIO. The Royalty of television, stereophonic high fidelity instruments, phonographs, radios and hearing aids. 42 years of leadership in radioles exclusively.

*Manufacturer's suggested retail price. Prices and specifications subject to change without notice. †Price includes batteries.

The *LONDON GROUP* hangs up hit after hit after hit

**IMMEDIATE
AIR PLAY -
TERRIFIC
SALES**

Blue Diamonds **RAMONA**

LONDON #1954
RECORDS

Roy Orbison **BLUE ANGEL**

Monument #425
RECORDS

Bill Black **DON'T BE CRUEL**

HI RECORDS - #2026

Mantovani **MAIN THEME from EXODUS**

#1933
LONDON
RECORDS

Dick Flood **COW POKE**

#427
Monument
RECORDS

Teen Queens **I'm A Fool**

#4018
ANTLER
RECORDS

Pat O'Day **HEAVENLY HAWAII**

S/W
Mimmi Waltz
#109
SEVILLE
RECORDS

ANTHONY NEWLEY **IF SHE SHOULD COME TO YOU**

#1929
LONDON
RECORDS

The Clippers **Good- Night Irene**

#210
BEACON
RECORDS

The Flores **WHAT DO YOU WANT IF YOU DON'T WANT LOVE**

S/W
JUMP AND
BUMP
#1407
Plated
RECORDS

BUCKY BROWN **DREAM DATE**

S/W
Everybody Has
A Dream
#610
XYZ
RECORDS

Mantovani **Irma La Douce**

#1947
LONDON
RECORDS

Ramrocks **THEME FROM THE TERRACE**

#2408
Beacon
RECORDS

Robin Wilson **THE NERVOUS AUCTIONEER**

#426
Monument
RECORDS

The Escorts **LEAKY HART AND HIS RED GO-KART**

#4005
SCARLET
RECORDS

Piano of Ronnie Aldrich AND HIS ORCHESTRA **OUR CONCERTO**

S/W
PEPE
#1931
LONDON
RECORDS

The Overtones **The FISH MAN**

#1952
LONDON
RECORDS

Now in the **LP** top 10 Bill Black **SOLID and RAUNCHY**

LP-#HL 12003
EP-#HL 22005
HI RECORDS

MUSIC AS WRITTEN

New York

Composer David Anram, now scoring music for the film "A Matter of Conviction," has been commissioned by the Park Avenue Synagogue in New York to compose a new Friday evening service for its 18th annual annual of new liturgical music by contemporary composers. . . . Johnny Greenbush, Dick Gahne and Al Bruno of the Committee of Personal Managers East, have been named to a committee to act as liaison with the West Coast branch of the organization. . . . Argo Records has signed Buddy Rich to an album pact. . . . Joash Jones opens at the Embers tonight (?). . . . Dana Records is issuing an album called "Sing Along Christmas Carols" in Polish. . . . The Starway label has signed legit musical singer Amy Thomas. . . . Junior Waters, nephew of the great Ethel Waters, has cut his first sides for the ABC-Paramount label.

Erroll Garner is slated for Basin Street East for two weeks starting March 30. . . . Frankie Vallon opens at the Town Casino, Buffalo, November 14. . . . Cleffie Bob Brown will be on Station WFIAT-TV in Red Bank, N. J., on Saturday evening starting next week on a country music show. . . . Wye Records has signed through Claire Charles. . . . Tom Shepard is the new associate producer at Columbia's Masterworks artist and repertoire department. He will assist department chief Schuyler Chapin. . . . Veranoah Churchhill, now with Jamie Records, had her first single issued this week.

Bob Rolozet

Chicago

Dick Schoary's new album, "Running Wild," is due for January release by RCA Victor. It's a percussion and brass spectacularly recorded under Schoary's direction at the Orchestra Hall concert here. Number was "Bully." Schoary, incidentally, is busy setting up the Chicago branch of the National Academy of Recording Arts and Sciences (NARAS), with an initial membership meeting tentatively slated for the first week in November. On Schoary's organizing committee are David Carroll, Joe Wells, Mike Simpson, Bill Hanley, plus this writer.

Mercury's Eastern A.R. director, Clyde Otis, recently inked the pop-jazzing, Cadillacs, and Arlene DeMarzo, youngest member of the DeMarco Sisters. . . . Mercury's jazz director, Hal Mooney, meanwhile added Gigi Gryce to the label's roster. . . . Fast-rising newswriter, Barbara Russell (United Artists), opens tonight (?) at the Racket Club, Dayton, O., for two weeks, following a stint at Milwaukee's Holiday House. The thrush has a real success story to date. She's been singing professionally less than a year. Never took voice or singing instruction, "just picked it up." She started singing with a trio in Brooklyn, moved to the Enchanted Hour in Queens, where she was heard one night by Don Costa, and signed to UA a couple of days later. Her first album, she started on personally, was pacted with New York agent Kenny Greenbaum a couple of months ago, and it is now slated for a tour including Washington. . . . Canada's Chicago and Philadelphia "for experience," with plans for another album on the horizon.

Jack Karcy (WCFI-Radio), starts his seventh year as a volunteer worker for veterans hospital, with a stagecoach at Veterans Administration Research Hospital, section eight (8), headed by Frank D'Onofrio. He'll appear weekly at the hospital, playing the latest record releases over the hospital network. Following are disc-discussion-review sessions with patients that have been worked into the hospital's medical therapy program. Second City, Chicago's, coffee-house-nightry, launches a new satirical musical review, "The Season of Bohemia," Tuesday (3), fourth since the club opened last December.

Lambert, Hendricks and Ross, jazz vocal group, opened at the Cloister Wednesday (9). Currently it's the Julian (Cannonball) Adderley quintet alternating with the Ira Sullivan Quartet. . . . Robert J. Drain, well-known Chicago broadcaster, currently at WSB-TV, South Beach, died Wednesday (26) of a heart ailment. He was 45. Surviving are his widow, Patricia, son, Michael, and parents, Mr. and Mrs. Harry W. Drain. . . . Norman Ross will be toastmaster at the Feast of the Scattered on Saturday (12) at the Danes and the works, hosted by the Illinois Saint Andrew Society, Saturday (26).

Loa Donaldson opens at the Superfund Lounge Wednesday (9) of a week. . . . Jack Russell, the Nashville electricist of Artists' Representatives Association's Midwest regional office, leaves for ARA's national meeting in New York Wednesday (9). . . . Birchouse, the progressive-jazz nightry with vending machine fare and soft drink policy, reopened last Wednesday (2) with Herbie Mann. It was closed for remodeling to get the spot sound-proofed. John Coltrane opens Wednesday (9) for two weeks. The spa is also considering introducing a liquor policy in the near future. Nick Bira

Cincinnati

Mort Sault duplicated Shelley Berman's recent success here when he attracted some 3,300 paid customers to Music Hall Friday night (28), with the folk-singing trio, the Lincolns, appearing in his support. Like Berman's, the trio's performance drew rave notices from the local press. . . . Al Bennett, Liberty Records prexy, in town Monday and Tuesday (31-1) to huddle with his local distributor, in Nathan, of Hit Record Distributing Company. . . . Emerson and Pepe Lara make their first U.S. appearance at the Dunes Hotel, Las Vegas, where they opened Friday (4) for an eight-week engagement. . . . Gordoo and Sheila MacRae opened Friday (4) at Beverly Hills. . . . Southern California's first rock n' roll band, Young pop star Dale Wright, formerly on the Fraternity label, guested for Dale Stevens, The Post and Times-Star columnist, Monday night (31). This theme was rock 'o' roll music. He belted it down with, "I don't think rock 'o' roll music is dead because I don't think it ever existed."

Harry Carson, Fraternity Records prexy, in this week shipping to dejects "Where Will I Go (To Forget You)," an

(Continued on page 33)

ARTIST'S BIOGRAPHIES FOR JOCKEY PROGRAMMING



Damita Jo Dymomite With 'Last Dance'

Born 20-odd years ago in Austin, Tex., her New Orleans-born parents named her Damita Jo DuBlanc.

Her mother, a talented artist, encouraged her toward a singing career. And her family moved to Santa Barbara, Calif., where Miss Jo became her high school's leading performer and choreographer.

Damita Jo began to make her mark with many eight club, radio and TV appearances in California. In 1951 she signed as a featured singer with Steve Ginkoo and his Red Caps.

She's had many disk hits and her latest on the Mercury label, "I'll Save the Last Dance for You," rapidly climbed the chart, looks like another smash.

M-G-M A.R. Chief Hits With 'Midnight'

Ray Ellis was born in Philadelphia July 28, 1923.

Ellis learned to play the saxophone when he was 12 years old. He had a natural feeling for the horn and taught himself to play all the reed instruments. When he was 16, the great swing band era was getting its real hot and Ellis began thinking of music as a career.

Upon graduation from high school he hit the road for a year with a few name bands until the Army called him. While in service he developed into an arranger. After the Army, Ellis worked as a staff musician for local radio stations in Philadelphia.

Since then he has done numerous arrangements for many of the top recording artists in the business, such as the Four Lads, Connie Francis, Clyde McPhatter, Billie Holiday, and Johnny Mathis.

M-G-M's chief pop A.R. man currently has a hit of his own climbing the charts in "Midnight Larc."

YESTERYEAR'S TOPS—

The nation's top tunes on records as reported in The Billboard

NOVEMBER 11, 1950

1. Harbor Lights
2. All My Love
3. Goodnight, Irene
4. Nevertheless
5. Mona Lisa
6. Thinking of You
7. Bushel and a Peck
8. Play a Simple Melody
9. An Orange-Colored Sky
10. Our Lady of Fatima

NOVEMBER 12, 1955

1. Love Is a Many-Splendored Thing
2. Autumn Leaves
3. Yellow Rose of Texas
4. Moments to Remember
5. Shifting, Whispering Sands
6. Suddenly There's a Valley
7. He
8. Only You
9. I Hear You Knockin'

VOX BOX

By JUNE BUNDY

THIS 'N' THAT: Record promotion man Buddy Bash—in his "Top Hit Club News"—has some interesting chatter material for jocks. Bash notes that originality isn't exactly at a premium in the song publishing field—at least when it comes to titles. For example, the U. S. Copyright Office lists the following number of tunes copyrighted with the same title: "Memories," 750; "Longing," 686; "Maybe," 614; "Mother," 597; "Goodnight," 533; "Sweetheart," 502; "Somebody," 489; "Love," 465; "Day Dreams," 458; "Waiting for You," 433; "Alone," 422; "Always," 418; "Moonlight," 408; "Goodbye," 406; "Lonesome," 401.

GAB BAG: Ex-deejay Jay MacDonald, now U. S. Private First Class of San Marcos, Tex., writes that he and his Army buddies are rooting for a fellow soldier, (L) Joe Bonner, Specialist Fourth Class, U. S. Army, Fort Huachuca, Wiliston, N. D., has received reports from two teen-agers in separate cities in Sweden, who have picked up the station, via shortwave. . . . Paul Hesketh, CIAV, Port Alberni, B. C., Can., writes: "We are in dire need of disks for air play."

CHANGE OF THEME: Jim Palmer, formerly WMOD, Portia, Ill., has moved to WCVS, Springfield, Ill., as deejay program director. He takes over the 6:30-9:30 morning slot at WCVS, with Mike Harvey moving into a new 9:30 a.m.-12:30 p.m. time period. The station announced Palmer's arrival in town by offering a \$100 Savings Bond to the first person to answer to Palmer in the street and asked him if he was the new Morning Mayor at WCVS. . . . Dick Shierman, ex-general manager of KISN, Portland, Ore., is the new general manager of KISN, Portland, Ore. . . . KENS, San Antonio, upon from production manager to program director.

Saber Tweek, who notes that he has worked at 32 stations in eight States over the past 12 years, has joined WMPO, Ponemoy, Middleport, O. His theme, of course, is "Slur Dance." He sees several different ways to establish such varying moods. . . . Joel Sebastian, formerly with KLFJ, Dallas, has returned to his home town and WXYZ, Detroit. . . . New jocks at WIDE, Bideford, Me., include Ed Horne, ex-WPOT, Portland, Me., program director-afternoon deejay Don Matthews, also ex-WPOT, night spinner, and Tom Kotler, ex-WTNN, Dover, N. H., morning man.

Bill Bennett, former program director of KHUL-FM, Houston, has joined KQME, Houston. . . . Jack Sterling started his 13th year as morning man on WCBS, New York, November 1. His latest chatter gimmick is tagged "Dialog Dimension" interviews—whereby the jock swags stations with well-known personalities in the theater, the press, sports world and industry. . . . Art Brown, morning man at WWDG, Washington, also celebrated November 1st his 25th anniversary in radio. On his show, Brown played top tunes of 1935-36 on the organ and from his own record library of collector's items.

Glenn Fryas has been asked superintendent of the Meredith Broadcasting Company's newly completed facilities that have combined WOW, and WOW-TV, Omaha, under one roof. Fryas, who will continue to serve as chief engineer, also observed his 25th anniversary as WOW staffer October 1. . . . Tom Adams, ex-McLendon job, has joined KJZZ in Sedalia, Mo. (his home town) as program director. He also causes a daily "TV Teen Time" show on KMOS-TV, same city, and needs disk giveaways for his telecast and record box.

Dick Spangler has rejoined KJEL, El Paso, Tex., after a absence of several months, during which he took graduate courses at the University of Mexico. Spangler returned to KJEL via horseback, and a crowd of several thousands turned out at a local shopping center to greet him when he finally arrived in El Paso. All the greeters were given free records. . . . Ted Barbons, Toledo, Ohio, Annette welcomed a new show October 16—his first child.

Johnny Swan, WBAY, Green Bay, Wis., is now emceeing a weekly dance party at WBAY, on Saturday afternoon at 3:30. He also is reading a regular column, "Saxville, U.S.A.," for teen-agers, which will appear in the bi-monthly TV Index magazine. . . . Jerry McCarthy of WHOL, Houston, has been named outlet for a night in change in station policy. The outlet will hearcraft effort full-time announcers who are able to work daytime shifts. McCarthy, who attends Rickler College, can't work nights. He's in the market for a nighttime seg on another station.

HAWAIIAN HONOLULU: Ted Sax, program director for KKAU (formerly KPAA) Honolulu, reports another call in letters to KORI (pronounced Coral). The outlet recently ran a Halloween promotion—tossing in with a local theater chain—whereby Halloween costumes were given free to dialers who called and answered a series of questions. . . . Also active on Halloween were KAFY, Bakersfield, Calif., deejays who staged a "Trick or Treat" shift, "these were the deejays who were out on the street October 30, collecting 'goodies' (contributions for crippled and mentally retarded children) door to door. Listeners were urged to call KAFY and leave their name and address if they wished the socks to stop at their door. Goodies included KAFY, Brown, Johnny Knight, program director Al Anthony and Cliff Cox.

EVERYBODY
will love
"SOMEBODY"

From the JERRY LEWIS production "CinderFella"—A Paramount Release

sung by

**JOHNNY
NASH**

on

ABC-10160



Distributed in Canada by
Sparton of Canada, Ltd.

MUSIC AS WRITTEN

● *Continued from page 31*

done by Lindy Estes, young singer from Owensboro, Ky., who is under the personal manager of Dong Evans. Carlson purchased the master on the tune two weeks ago from John Young and Boyd Bennett, of Benjon Music, Louisville, in competition with four other labels. "Where Will I Go" was penned by Max Fowell and Tommy Spence. Kenny Marlow, Louisville, is the singer. ... Sunny Day is scheduled to be a radio show ... Your Goals ... WCKY here ... week. Spotted from 1:05-1:30 a.m., Tuesday thru Sunday, new sex features platter music plus infinite-style chatter by Miss Knight 1 a Little London ... John Gary (Fraternity) began a week's engagement at the Town & Country, Winnipeg, Monday (7). He has the Empire Room, of Chicago's Palmer House Hotel, ... Sunday, Hartford to follow ... new Fraternity releases. "Forget It" is reported attracting attention in all sections. ... Bill Sachs

Hollywood

Liberty's Johnny Mann and bride-to-be actress Lori Nelson, hosted at president's party at California Racquet Club. ... Morgan opened a three-week stand at Coconut Grove Wednesday (9). ... Sol Hurok is presenting Erroll Garner in a one-men concert at Honolulu's Waikiki Shell March 4. Garner and trio opened a 16-day stand at the Crescendo here Friday (4). ... Peggy Lee, following her current stand at the Las Vegas Flamingo, starts rehearsing and filming the New Year's Day Chevy Chase. ... The 25-year-old 12 she returns to New York's Basin Street East, following her 25th birthday party at the El Comodoro Show, and then heads to Miami for a run at the Eden Reg.

American Federation of Musicians, now certified as collective bargaining agent for the major movie studio musicians, has started contract negotiations with Hollywood's movie makers.... Look Magazine carries a "what's he really like" piece on Dean Martin.... Jimmy McIninch, marking his 35th year as a tunesmith, is in New York sitting in on promotional plans for the "Where the Hot Wind Blows" film kick-off. He penned the title tune.... RCA Victor's Juna Esquivel to sound track Bob Cummings' comedy-mystery TV film series for Revue Productions.

... Lute Record veepee Murrey Bernstein signed Tony Rutula and the Stair Sisters. Rutula's "Am I Going Steady" is scheduled for January release, the Stairs' "Boy in the Study Hall" is being issued immediately. Stairs were booked into Las Vegas' Dunes to open November 10.

Tom Tilton, Capital Records Distributing Corporation
Des Moines branch sales rep, became branch sales manager November 1, replacing Marvin (Sandy) Sanderson who resigned.... Famous Music (Paramount Pix subside) is publishing "World of Suzie Wong" love themes and the title tune. George Dunlap, who scored the film, penned the love theme, while Sammy Cahn and Jimmy Van Heusen wrote the "Suzie Wong" song.... John Raitt is cutting this year's "Milk and Honey" to be blanketed on all radio and TV stations as part of the charity drive.... Johnny Mercer and Hank Mancini blend talents on "Mood River" tune to be warbled by Audrey Hepburn in Paramount's "Breakfast at Tiffany's."

Clarinetist **Ray Gardner** has started his own label, Normandy Records, and currently is setting up distribution ties... Werner Bros. has upped **Monroe Glasberg** to director of operations with his headquarters remaining in New York. **Lee Zito**

Toronto

Station CHQM deejay **Al Bolinks** worked with professional wrestler **Walter Watson** at Maple Leaf Gardens for laughs. In Watson's corner was deejay **Mike Darow**. . . Capitol, RCA, Quality and Compo showed their products at the Montreal Hi-Fi Show. . . **Ahmed Jamal** made p.a. at Massey Hall. . . Canadian vocalists, the **Bean Beans**, released in Canada their first p.p. "Flying High." . . **John D'Amico**, a Toronto radio personality, was in Montreal. . . **Tavern**, headquarters for much of the jazz presented in this city until it burned down last summer, will be rebuilt, according to boniface **Harvey Lichtenberg**. Building will be decorated in contemporary style, keep the same name and also have a bar in the basement. . . Pop singer **John D'Amico** was a guest on the "Melodisc" show. . . **John D'Amico** He claims Canadian critics "appreciate the finer things" — songs based on serious music, things like that. . .

Among the top names in Canadian jazz on the hour-long TV show out of Toronto are the Oscar Peterson Trio, the Phil Nimmons group, the Ron Collier group, the Don Thompson Eleven and the Peter Applebury Quartet.... Jack Feenay and Gordon Edwards took RCA Victor artist Hank Snow on visits to the various deejays of the city when Snow made a p.a. at the Casino Theater. This is the only live act given by the Casino, which normally presents a burlesque show.

City's only exclusive FM outlet, CHFI, is reported for sale. Station owner, who purchased by Alcan, is a top TV commercial announcer in U.S., now heading his own TV station here. **Rare** **Harding** of Raleigh Distributing is accepting congratulations on the occasion of the birth of his second girl... Arc Soud is now pressing Somerset Records in Canada. Formerly the company, headed by Phil Anderson, imported all its copies from south of the border... **Whitney Haines** of Capitol Records is capitalizing on the visit of the "Ice Capades" show to Maple Leaf Gardens by tying in with the music being presented in the show. He placed window cards, had special silk screen material prepared and is tying in with Maple Leaf Gardens' radio shows to boost show's popularity. **Harry Allen Jr.**

FROM THE BILLBOARD SALES DEPARTMENT

The **BROTHERS FOUR**, banjo-playing Mike Kinsale, guitar-playing Mike Pappas and Dick Foley, and bassist Fred Flick, continued to dazzle. The *Billboard's* Hot 100 Chart with their newest for Columbia, *Green Leaves of Summer*, song from the film, *The Alamo*, A product of the University of Washington, the boys have been on an extensive tour of colleges throughout the country. They play at the University of Michigan, N. C. 10th; American University, Washington, D. C., on the 11th; South Dakota State College the 14th. They head for Salt Lake City to perform at The Lagoon Club on the 18th and 19th. The group will be performing selections from their albums, *The Brothers Four* and *Rally 'Round The Brothers*.

People, a fine group of studio-type jazz musicians blow swinging jazz, but lack a bit of Godfrey's lark, a leanness of his singers and a little less swinging. The other is titled "Sooaps Of Inspiration. The label is Signatures.

HUGO & LUIGI, RCA Victor's swingin' producing team, have taken the old InVern Bakar, Georgia Gibbs, Treadle Dee, and given it a sprightly, happy updating by a Children's chorus. They have developed a definitely happy sound on this one which could spring the tune all over again.

LESTER LANINI: Epic Records produces November as Lester Lanini Month. Epic is hopeful that everyone will join in the celebration via one of his Epic albums: Christmas Dance Party, High Society, Dancing On The Continent, Dancing At The Mardi Gras, Cocktail Dancing, Have Amore Will Travel, At The Tiffany Ball, and his rocking new single, Blue Tango.

JOSENNY MATHIS has received rave notices on his touring revue. They play the Medinah Temple in Chicago for one week starting Nov. 28. John sings his new one, My Love For You-b-w Oh That Feeling, with his usual warmth and feeling, on Columbia.

McGUIRE SISTERS, Christine, Phyllis and Dorothy, the sisters three from Middletown, O., have a new Coca-Cola single, To Be Loved b-w I Don't Know Why (I Just Do), so oodle given a swinging treatment by the girls over smart and occasional rock 'n' roll treatment. Dick Jacobs directed the chorus and orchestra.

ELVIS PRESLEY: Out of Nashville and on RCA Victor Records come another Elvis Presley hit which couples the well-known ballad, Are You Lonesome

THIS WEEK'S NEW

Money Records

... an alphabetical listing of the records manufacturers are hacking with special feature treatment in big-space Billboard ads.

GOALS

ALL THOUSAND STARS—Kathy Young	Indian
NALL BECAUSE IT'S CHRISTMAS—Ruth Lyons	Columbia
BALLAD OF THE ALAMO—Marty Robbins	Columbia
GREEN WHIZ—The Innocents	Indigo
IT LOOKS LIKE RAIN IN CHERRY BLOSSOM LANE— Debbie Reynolds	Dot
LOVEY DOVEY—Buddy Knox	Liberty
LOVEY DUTY DU—Tina Matthews	Chief
LOVEBODY—Tony Bennett	Columbia
LOVEBODY—Johnny Nash	ABC-Paramount

UNAS

CHRISTMAS DAY WITH SAMMY KAYE—Sammy Kaye ... Decca
HIGH TIME—Heary Mancini RCA Victor
SONGS FOR SWINGING LOSERS—Ruddy Greco Epic
THE 15TH DAY OF DECEMBER—Bobby Darin Alco

According to statistics maintained over a period covering thousands of releases . . . 7 out of 10 will reach Billboard's "HOT 100" in the weeks ahead!

Every week... Disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by The Billboard. Watch for it next week...



To help you spot the ones you need, when you need them, all

soma Tonight, with an upbester, I Gotta Know, both Spotlighted by The Billboard. Elvis displays his ability to sing any type of song on his recently released album, O. L. Blues, a sound track recording from the motion picture. At the moment, Elvis is working on his next film epic, Flaming Star.

FRANK SINATRA's new single, *O' Mac*, MacDonald, out only a week, makes its fast appearance on The Billboard's Hot 100 this week. Tune is a finger-snapping novelty that is farther out than anything Sinatra has recorded in a long while. His current hit single, *Nice 'n' Easy*, and his album of the same title, are also on The Billboard's definition: remembrance because Sinatra's version of the song and the original, but they part ways after "4-4-4-4." Nelson Riddle's tasteful big band provides backing for *O' Mac*; MacDonald can flip. *You'll Always Be One in a Crowd*. Presently, Frank is shooting a film with Spencer Tracy titled "The

PROMOTION DAYS & WEEKS:
Nov. 8 is Election Day. Nov. 10 is Marine Corps Birthday—established in 1975. Nov. 11 is Veterans Day or Armistice Day, Remembrance Day in Canada and the beginning of Jewish Book Month. Nov. 12 is Elizabeth Cady Stanton Day—commemorates birthday of suffragist. It's also Sadie Hawkins Day. Nov. 13 begins Diabetes Week, Asparagus Week and the start of *Chaplines* Fest. Commemoration.

See You next week.

"someone needs
a harp-to-harp talk,"
says Hugh Grauel

With customer reps like
Hugh Grauel around, misfit jobs
are strictly out at RCA Custom.

Hugh, of our New York office,
is a super specialist in
custom-tailored record service!

After setting up detailed plans
with a client, Hugh tirelessly
and lovingly watches over the job
every step of the way.

Yes, "indies" of the record
business go to RCA Custom for:
personalized service...3-plant,

3-city manufacturing and
warehousing...overnight shipping
...and other Custom exclusives.

And they go for the advice and
counsel of experts like Hugh Grauel.

Call or write for details now!

RCA CUSTOM RECORD SALES

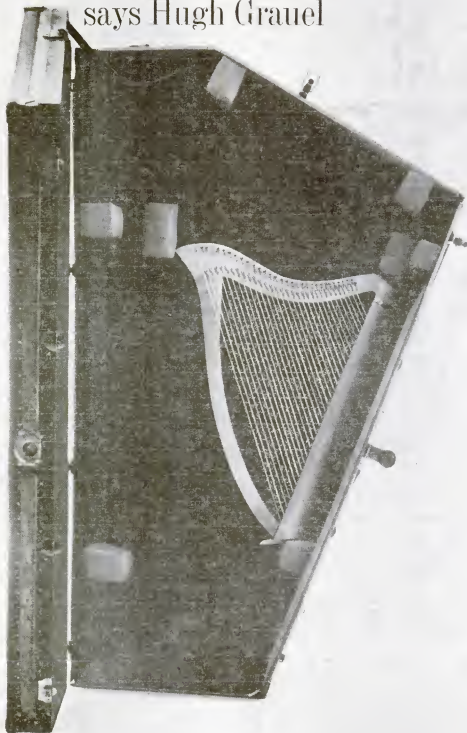
In New York:
155 East 24th Street
MUrray Hill 9-7200

In Chicago:
445 N. Lake Shore Drive
WHitehall 4-3215

In Hollywood:
1510 North Vine Street
OLdfield 4-1600

In Nashville:
800 17th Avenue South
ALpine 5-6691

In Canada:
RCA Victor Company, Ltd.
1001 Lejour St., Montreal
225 Mutual St., Toronto



ANOTHER
SMASH
CHRISTMAS
SINGLE
FOR
RUTH LYONS

The Midwest's Famed FIRST LADY of TV and Radio

ALL BECAUSE
IT'S CHRISTMAS

c/w Everywhere the Bells Are Ringing {Sung by Ruby Wright}
4-41810 {also available on 33}

ON
COLUMBIA
RECORDS—®

The People's Choice

FOR WEEK ENDING NOVEMBER 6

The Billboard TOP LP'S

MONO ACTION ALBUMS — on the charts 39 weeks or less

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1	1	1. BUTT-OUT MIND OF BOB NEWHART... Warner Bros., W 375	26
2	2	2. STRING ALONG... Kingston Trio... Capitol T 1407	13
3	3	3. NICE AND EASY... Frank Sinatra... Capitol W 1417	12
4	6	4. G. L. BLUES... RCA Victor LPM 2746	2
5	4	5. JOHNNY'S MOODS... Johnny Mathis... Columbia CS 1528	11
6	7	6. BALLADS AND RHYTHMS OF BROADWAY... Johnny Mathis... Columbia C12 17	4
7	8	7. EDGE OF SHELLEY BERMAN... Elna Zoller... Verve MGV 15013	16
8	5	8. KICK TIE OWN SELF... Brother Dave Gardner... RCA Victor LPM 2736	11
9	10	9. GENIUS HIS THE ROAD... Ray Charles... ARC Paramount ABC 315	5
10	11	10. WILD IS LOVE... Nat King Cole... RCA Victor LPM 2746	2
11	9	11. REJOICE REAR HEARTS... Brother Dave Gardner... RCA Victor LPM 2746	20
12	12	12. ENCORES OF GOLDEN HITS... Platters... Mercury MG 20472	35
13	13	13. PAUL ANKA SINGS HIS BIG 15... ARC-Paramount LP 321	19
14	14	14. BRENDIA LEE... Decca DL 4019	12
15	15	15. SOLD OUT... Kingston Trio... Capitol T 1352	29
16	16	16. DARIN AT THE COCA... Bobby Darin... Aco EP 4512	1
17	17	17. SAY IT WITH MUSIC... Ray Conniff... Columbia CL 1486	5
18	18	18. RAY CHARLES IN PERSON... Atlantic LP 8039	15
19	19	19. MACK THE KNIFE—ELLA IN BERLIN... Ella Fitzgerald... Verve MGV 4061	9
20	20	20. LOOK FOR A STAR... Billy Vaughn... Dot DLP 3372	13

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
21	21	21. MY NAME IS JOSE JIMENEZ... Bill Dana... Signatures SM 1013	15
22	22	22. ENCORES—SANTO AND JOHNNY... Canadian-American, CAI 1002	7
23	31	23. CAN CAN... Sound Track... Capitol W 1501	28
24	35	24. BEN-HUR... Rome Symphony Orch./Sevina... M-G-M MEI	29
25	30	25. DOWN TO EARTH... Jonathn Winters... Verve MGV 15011	8
26	33	26. PROVOCATIVE PERCUSSION, VOL. I... French Light and the Light Brigade... Command KS ind	12
27	34	27. SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II... Assorted Artists... RCA Victor LMC 4048	2
28	37	28. BONGOS... Los Admiradores... Command R 409	4
29	26	29. MR. LUCKY... Henry Mancini... RCA Victor LPM 2746	33
30	36	30. LANZA SINGS CARUSO—CARUSO FAVORITES... Maria Callas-Eric Caruso... RCA Victor LMC 3393	25
31	31	31. KNOCKERS UP... Russ Warren... Jubilee JLP 3028	1
32	32	32. SENTIMENTAL SING ALONG WITH MITCH... Mitch Miller... Columbia CL 1487	5
33	33	33. ELVIS IS BACK... Elvis Presley... RCA Victor LPM 2731	27
34	38	34. WOODY WOODBURY LOOKS AT LOVE AND LIFE... Stereodisc MW 1	36
35	39	35. SONGS TO REMEMBER... Monogram... London TE 3449	14
36	36	36. LAUGHING ROOM... Woody Woodbury... Stereodisc MW 2	20
37	37	37. THE WONDERFUL WORLD OF JONATHAN WINTERS... Verve MGV 15009	27
38	37	38. PERSUASIVE PERCUSSION, VOL. I... Terry Snyder and the All Stars... Command LP 800	30
39	39	39. MORE SONGS BY RICKY... Ricky Nelson... Imperial LP 4122	3
40	40	40. GENIUS OF RAY CHARLES... Atlantic LP 1312	34

ESSENTIAL INVENTORY

(MONO ALBUMS)
on the charts 40 weeks or more

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1	2	1. THE SOUND OF MUSIC, Original Cast, Columbia RCL 5450... 47	47
2	1	2. INSIDE SHELLEY BERMAN... Verve MGV 15003... 81	81
3	3	3. SOUTH PACIFIC, Sound Track, RCA Victor LOC 1032... 137	137
4	4	4. JIMMY'S GREATEST HITS, Johnny Mathis, Columbia CL 1133... 132	132
5	5	5. SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. I, Assorted Artists, RCA Victor LMC 4048... 50	50
6	7	6. HEAVENLY, Johnny Mathis, Columbia CL 1351... 40	40
7	8	7. BELLEVILLE AT CARNegie HALL, Harry Belafonte, RCA Victor LOC 6006... 53	53
8	6	8. FROM THE HUMPHY I, Kingston Trio, Capitol T 1107... 91	91
9	10	9. KINGSTON TRIO... Capitol T 996... 73	73
10	11	10. ITALIAN FAVORITES, Concha Frasca, M-G-M E 3791... 40	40
11	11	11. MOORE SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1242... 95	95
12	12	12. OUTSIDE SHELLEY BERMAN... Verve MGV 15007... 50	50
13	14	13. BLUE, Sound Track, M-G-M 3641 ST... 123	123
14	15	14. OLIVIERO BUT GOODIES, Assorted Artists, Original Sound 5 001 60	40
15	12	15. HERE WE GO AGAIN, Kingston Trio, Capitol T 1254... 53	53
16	14	16. SOUTH PACIFIC, Original Cast, Columbia DL 4180... 335	335
17	15	17. FAITHFULLY, Johnny Mathis, Columbia CL 1422... 43	43
18	12	18. MY FAIR LADY, Original Cast, Columbia OK 5090... 240	240
19	13	19. SING ALONG WITH MITCH, Mitch Miller, Columbia CL 1160... 121	121
20	14	20. KINGSTON TRIO AT LARGE... Capitol T 1109... 73	73
21	19	21. THE MUSIC MAN, Original Cast, Capitol WAD 990... 141	141
22	20	22. KING AND I, Sound Track, Capitol W 740... 200	200
23	25	23. BUT NOT FOR ME, Ahmed Jamal, Argo LP 628... 86	86
24	23	24. FLOWER DRUM SONG, Original Cast, Columbia CL 5350... 74	74
25	21	25. MORE JOHNNY'S GREATEST HITS, Johnny Mathis, Columbia CL 1344... 64	64

STEREO ACTION ALBUMS — on the charts 29 weeks or less

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1	1	1. NICE AND EASY... Frank Sinatra... Capitol MS 1417	11
2	2	2. STRING ALONG... Kingston Trio... Capitol ST 1407	12
3	3	3. BONGOS... Lee Admiration... Command R 409 SD	11
4	4	4. PERSUASIVE PERCUSSION, VOL. II... Terry Snyder and the All Stars... Command RS 300 SD	12
5	5	5. SOLD OUT... Kingston Trio... Capitol T 1352	28
6	6	6. JOHNNY'S MOODS... Johnny Mathis... Columbia CS 1528	10
7	7	7. PROVOCATIVE PERCUSSION, VOL. II... French Light and the Light Brigade... Command RS 801 SD	8
8	8	8. IT'S THE TALK OF THE TOWN... Ray Conniff... Columbia CS 1416	28
9	9	9. WILD IS LOVE... Nat King Cole... Capitol WNAK 1392	3
10	10	10. MEMORIES SING ALONG WITH MITCH... Mitch Miller... Columbia CS 1542	2
11	11	11. LOOK FOR A STAR... Billy Vaughn... Dot DLP 3532	11
12	12	12. CAN CAN... Sound Track... Capitol MS 1521	16
13	13	13. WHITE SATIN... George Shearing... Capitol ST 1334	8
14	14	14. BALLADS AND RHYTHMS OF BROADWAY... Johnny Mathis... Columbia C25 803	6
15	15	15. GRAND CANYON SUITE... Morton Gould... RCA Victor LSC 343	17

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
16	16	16. BEN-HUR... Rome Symphony Orch./Sevina... M-G-M MEI	25
17	17	17. ELVIS IS BACK... Elvis Presley... RCA Victor LSP 2231	9
18	18	18. SAY IT WITH MUSIC... Ray Conniff... Columbia CS 4242	1
19	19	19. SENTIMENTAL SING ALONG WITH MITCH... Mitch Miller... Columbia CL 1487	16
20	20	20. BONGOS, FLUTES AND GUITARS... Los Admiradores... Command R 412	3
21	21	21. DARIN AT THE COCA... Bobby Darin... Aco S 112	4
22	22	22. OPEN FIRE, TWO GUITARS... Johnny Mathis... Columbia CS 8056	26
23	23	23. LANZA SINGS CARUSO—CARUSO FAVORITES... Maria Callas-Eric Caruso... RCA Victor LSC 2393	26
24	24	24. STEREO CONCERT... Ray Conniff... Capitol ST 1183	8
25	25	25. WITH THESE HANDS... Ray Conniff... Kapp KS 3094	23
26	26	26. LATIN A LA LEE... Pezzy Lee... Capitol ST 1290	20
27	27	27. THIS IS DARIN... Bobby Darin... Aco S 112	27
28	28	28. MUSIC FOR READING... George Melachrino String... RCA Victor LSC 1002	19
29	29	29. PARTY SING ALONG WITH MITCH... Mitch Miller... Columbia CS 8143	26
30	30	30. AMERICAN SCENE... Mesrobian... London PS 143	30

ESSENTIAL INVENTORY

(STEREO ALBUMS)
on the charts 30 weeks or more

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1	2	1. PERSUASIVE PERCUSSION, VOL. I, Terry Snyder and the All Stars, Command RS 300 SD... 42	42
2	1	2. SOUND OF MUSIC, Original Cast, Columbia RCL 5450... 44	44
3	3	3. PROVOCATIVE PERCUSSION, VOL. II, French Light and the Light Brigade, Command RS 801 SD... 42	42
4	4	4. BELLEVILLE AT CARNegie HALL, Harry Belafonte, RCA Victor LOC 6006... 51	51
5	5	5. SOUTH PACIFIC, Sound Track, RCA Victor LOC 1032... 77	77
6	6	6. MY FAIR LADY, Original Cast, Columbia OS 2015... 77	77
7	7	7. FILM ENCORES, VOL. I, Mafroze, London PS 124... 65	65
8	8	8. COME DANCE WITH ME, Frank Sinatra, Capitol SW 1069... 73	73
9	9	9. HEAVENLY, Johnny Mathis, Columbia CS 8152... 59	59
10	10	10. BLUE HAWAII, Billy Vaughn, Dot DLP 25165... 58	58
11	11	11. MOORE SING ALONG WITH MITCH, Mitch Miller, Columbia CL 8043... 37	37
12	12	12. KING AND I, Sound Track, Capitol SW 740... 64	64
13	13	13. HERE WE GO AGAIN, Kingston Trio, Capitol T 1254... 53	53
14	14	14. MUSIC MAN, Original Cast, Capitol SWAD 990... 50	50
15	15	15. BLUE, Sound Track, M-G-M SE 3641 ST... 70	70
16	16	16. FLOWER DRUM SONG, Original Cast, Columbia OS 2009... 33	33
17	17	17. THE LORDS PRAYER, Norman Taborock Choir, Columbia MS 4068... 39	39
18	18	18. STILL MOORE SING ALONG WITH MITCH, Mitch Miller, Columbia CL 8009... 35	35
19	19	19. PETER BURN THUNDER, Henry Mancini, RCA Victor SP 1956... 67	67
20	20	20. OKLAHOMA! Sound Track, Capitol SWAD 995... 62	62

BEST SELLING MONOPHONIC LP'S

BEST SELLING STEREOPHONIC LP'S

BASED
ON SALES

IN STORES & RACKS

BEST SELLING
CLASSICAL ALBUMS

MONOPHONIC CLASSICAL ALBUMS

1. TCHAIKOVSKY: PIANO CONCERTO NO. 1
Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LM 2252
2. TCHAIKOVSKY: 1812 OVERTURE: CAPRICCIO ITALIAN
Minneapolis Symphony Orchestra (Dorati), Mercury MG 50054
3. GROFE: GRAND CANYON SUITEMarlon Gould, RCA Victor LM 2433
4. LANZA SINGS CARUSO—Caruso Favorites
Mario Lanza-Enrico Caruso, RCA Victor LM 2393
5. RODGERS: VICTORY AT SEA, VOL. 1
RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 1779
6. SIXTY YEARS OF SONG HITS, VOL. 2Assorted Artists, RCA Victor LM 6088
7. SIXTY YEARS OF SONG HITS, VOL. 1Assorted Artists, RCA Victor LM 6074
8. THE LORD'S PRAYER
The Mormon Tabernacle Choir (Condie), Columbia ML 5386
9. TCHAIKOVSKY: 1812 OVERTURE: RAVEL: BOLERO
Marlon Gould Orchestra, RCA Victor LM 2345
10. RODGERS: VICTORY AT SEA, VOL. 2
RCA Victor Symphony Orchestra (Bennett), RCA Victor LM 2226

STEREOPHONIC CLASSICAL ALBUMS

1. TCHAIKOVSKY: 1812 OVERTURE: RAVEL: BOLERO
Marlon Gould Orchestra, RCA Victor LSC 2345
2. TCHAIKOVSKY: PIANO CONCERTO NO. 1
Van Cliburn, Orchestra directed by Kiril Kondrashin, RCA Victor LSC 2252
3. GROFE: GRAND CANYON SUITEMarlon Gould, RCA Victor LSC 2433
4. RODGERS: VICTORY AT SEA, VOL. 1
RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2335
5. LANZA SINGS CARUSO—Caruso Favorites
Mario Lanza-Enrico Caruso, RCA Victor LSC 2393
6. TCHAIKOVSKY: 1812 OVERTURE: CAPRICCIO ITALIAN
Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054
7. RODGERS: VICTORY AT SEA, VOL. 2
RCA Victor Symphony Orchestra (Bennett), RCA Victor LSC 2226
8. THE LORD'S PRAYER
The Mormon Tabernacle Choir (Condie), Columbia MS 6068
9. RAVEL: BOLEROMarlon Gould, RCA Victor LSC 2345
10. RACHMANINOFF: PIANO CONCERTO NO. 3
Van Cliburn, Symphony of the Air (Kondrashin), RCA Victor LSC 2355

BEST SELLING
LOW PRICE LP'S
(List price \$2.98 or less)

(Stereophonic)

1. Soul of Spain, Vol. 1
101 Strings... Stereo Fidelity SF 6600
2. 101 Strings Play the Blues
101 Strings... Stereo Fidelity SF 5800
3. Soul of Spain, Vol. 2
101 Strings... Stereo Fidelity SF 9900
4. Ebb Tide
Frank Checkfield, Richmond S 30078
5. 101 Years of Familiar Songs
101 Strings... Stereo Fidelity 2 RS
6. The Music Man
Various Artists... Lion SL 70091
7. Silver Screen
101 Strings... Stereo Fidelity SF 7000
8. Hawaii in Stereo
Leo Addeo Ork. RCA Camden CAS 510
9. Concerto Under the Stars
101 Strings... Stereo Fidelity SF 6700
10. East of Suez
101 Strings... Stereo Fidelity SF 11200

(Monophonic)

1. Soul of Spain, Vol. 1
101 Strings... Somerset P 6600
2. Soul of Spain, Vol. 2
101 Strings... Somerset P 9900
3. Ebb Tide
Frank Checkfield, Richmond M 20078
4. Good Housekeeping Reducing Off
the Record... Harmony HL 7143
5. John McCormack Sings Irish Songs
... RCA Camden CAL 407
6. You Do Something to Me
Mario Lanza... RCA Camden CAL 450
7. 101 Years of Familiar Songs
101 Strings... Somerset 2 RS
8. 101 Strings Play the Blues
... Somerset P 5800
9. R. & B. King Walks... Crown S115
10. Hawaii in My RI
Leo Addeo Orchestra... RCA Camden CAL 510

Reviews of THIS WEEK'S LP'S

SPOTLIGHT WINNERS
OF THE WEEK

Strongest sales potential of all albums reviewed this week.

The pick of the new releases:

In order to speed reviews of LP's, The Billboard requests that ALL albums be sent to The Billboard Record Review Department, P. O. Box 292, Times Square Station, New York 36, N. Y. However, singles should be sent to The Billboard Record Review Department, 1564 Broadway, New York 36.

Pop

THE ALAMO

Various Artists, Columbia CL 1558—Here is the track version for the \$12,000,000 screen epic now in general release. The score is by Tiomkin and it has a number of bright moments. Lyrics are by Paul Francis Webster. In addition to much colorful instrumental and choral spots, the recording also features Marty Robbins in "Ballad of the Alamo," and the Brothers Four in "The Green Leaves of Summer," both also released as singles. The package should enjoy a brisk sale.

DELLA DELLA CHA CHA CHA

Della Reese, RCA Victor LPM 2280—Here's a swinging new Della Reese album that shows the girl off to the best possible advantage. She comes thru with solid readings of a great collection of tunes, all done over cha cha backing. The songs include "Diamonds Are a Girl's Best Friend," "I'm Always True to You in My Fashion," "It's So Nice to Have a Man Around the House" and "Let's Do It." This could be a big one.

A DATE WITH THE EVERLY BROTHERS

Warner Bros. WB 1395—The boys have a sure-fire winner with this bright new set. In addition to hit tunes "Lucille" and "Cathy's Clown," the lads also have 10 other items, all potential hits. Best are "Love Hurts," "So How Come" and "Donna, Donna," all of which are potent. And the package contains a large picture of the boys with an easel mount, as well as a group of color pictures for the girls to carry in their purses. Solid seller here.

EXODUS

Various Artists, RCA Victor LSO 1058, (Stereo & Monaural)—From the forthcoming blockbuster movie comes this sound-track recording of the musical score composed by Ernest Gold. It's an outstanding score, with much melody and many themes, even for those who have not seen the flick. "The Main Theme," of course, is the big one, but others, such as "In Jerusalem," "The Brothers" and "Fight for Survival" are also strong. A fine waxing with solid sales possibilities.

AROUND THE WORLD WITH THE CHIPMUNKS

David Seville, Liberty LST 7170, (Stereo & Monaural)—Here's a solid item for the Christmas trade with strong adult as well as kiddie appeal. The cute Chipmunks chant a group of international-theme ditties—mainly originals. Selections, all prime jockey wax, include "The Pidgin English Lull," "Comin' Thru the Rye" and "Stuck in Arabia."

Pop Low Price

MUSIC FROM THE ALAMO

Tex Benicke and His Orchestra, RCA Camden CAL 655—Here's a strong performance of the tunes from the current big hit movie "The Alamo." It contains "Ballad of the Alamo," "The Green Leaves of Summer," "Here's to the Ladies," "Old Mexico," etc. Some of them are sung by Tex Benicke himself, others are played in bright fashion by the Benicke ork. The arrangements are by Ray Martin and they are very attractive, as is the cover.

Country & Western

THE CARL SMITH TOUCH

Columbia CL 1532—Here's a fine collection of sides by Carl Smith that should interest and please his large following in both the country and pop field. The tunes include "I'm Not in Her Plans Anymore," "Out Across Shores" and "I Won't Turn the Other Cheek Again." Strong stuff here.

WALKING

THE STREETS
Webb Pierce, Decca DL 74079, (Stereo & Monaural)—The popular country artist is heard here in a well-recorded new set, all the tunes being marked with Pierce's distinctive style. The material leans to the weeper category. Included are "Walking the Streets," "Pathway of Teardrops," "Drinkin' My Blues Away." Sure to do well in the country field.

(Continued on page 39)

ALBUM COVERS OF THE WEEK



AMNEZ-VOUS EVER—Yves Montand. Very MO V-1594. Enchanted cover shot of the good French artist in full color. Should draw the ladies. Photo: Leblon.



KILA WISHES YOU A SWINGING CHRISTMAS—Ella Fitzgerald. Verne MG V-4042. Swinging Christmas cover in a wild modern design. Shades of blue, yellow and green. Design: Gene Grant.

LIVING STEREO
 MAXI 1000
 MOTION PICTURE SCORE
"HIGH TIME"
 AND THE CAST
 CONDUCTED
HENRY MANCINI



"Peter Gunn"

"Mr. Lucky"

"The Blues And The Beat"

...and now

**"HIGH
 TIME"**

LM LSP-2314

Heads up! Mancini's

flying high again
 with another hit!

It's based on
 his original score
 for the new

20th Century-Fox motion
 picture "High Time."

Get your orders in now

...sky's the
 limit on this one!

RCA VICTOR 



A space-saving floor display.



An eye-catching counter display.

NEW FROM COLUMBIA

*A pre-packed children's record display
for guaranteed impulse sales*



CHILDREN'S SERIES



Entire unit, complete with records, ships
in one compact carton.

Comes completely pre-packed in one carton!

Sets up anywhere in minutes!

Holds 80 Columbia Harmony

Children's Records!

24 fast-moving selections!

Pre-tested for strength and durability!

Can be used as a floor or a counter display!

Only requires a 2 square-foot area!

All records poly-bagged and pre-packed!

All records sold on 100% exchange!

Fast selling! High profit!

***Top artists—Rosemary Clooney, Burl Ives,
Captain Kangaroo, Gene Kelly, Cliff Arquette
and many others.***

Ideal for multiple displays!

***Designed for easy handling, this versatile
display fits anywhere!***

**Set it in your heavy traffic spots and
cash in now! Take advantage of the
peak buying season!**

**ORDER FROM YOUR
COLUMBIA 
DISTRIBUTOR NOW!**

BOBBY DARIN

IN A
GREAT NEW
Christmas
ALBUM



"THE 25TH DAY OF DECEMBER"

Available in Stereo and Monaural

ATCO 33-125

IN A
GREAT NEW
Christmas
SINGLE

CHRISTMAS AULD LANG SYNE



CHILD OF GOD

ATCO 6183



ATCO RECORDS

FOR WEEK
ENDING NOVEMBER 13

The Billboard HOT 100

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	STAR PERFORMERS showed the greatest upward progress on the 100 this week.	Indicates that 45 r.p.m. stereo single version is available.	Indicates that 33 1/3 r.p.m. stereo single version is available.	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
1	2	1		★	□		SAVE THE LAST DANCE FOR ME	Delfonics, Atlantic 2071			10
2	2	1	4				I WANT TO BE WANTED	Brenda Lee, Decca 31169			9
★	9	26	41				POETRY IN MOTION	Johnny Tizzone, Colgems 1384			5
★	10	11	13			□	GEORGIA ON MY MIND	Ray Charles, ABC-Paranoid 18336			7
5	6	12	25				YOU TALK TOO MUCH	Joe Jones, Roulette 4384			8
6	3	4	2				MY HEART HAS A MIND OF ITS OWN	Connie Francis, M-G-M 12953			13
★	19	27	36				STAY	Maurice Williams and the Zodiacs, Herald 552			6
★	14	25	34				LET'S GO, LET'S GO, LET'S GO	Frank Ballard and the Midlifers, King 5480			8
★	15	22	23				BLUE ANGEL	Ray Orleans, Vennemann 425			8
10	7	6	6				DEVIL OR ANGEL	Bohby Vee, Liberty 55210			15
11	12	15	18				DON'T BE CRUEL	Bill Black's Combo, Hit 2088			9
12	5	5	3			□	CHAIN GANG	Sam Cooke, RCA Victor 7183			13
13	8	7	11				LET'S THINK ABOUT LEVIN'	Bob Luman, Warner Bros. 5172			10
14	18	21	21				SLEEP	Little Willie John, King 5394			10
15	11	20	24			□	SUMMER'S GONE	Paul Anka, ABC-Paranoid 18167			7
16	28	55	63			□	LAST DATE	Floyd Cramer, RCA Victor 7775			5
★	30	48	71				NEW ORLEANS	U. S. Bonds, Epsand 819			4
10	23	31	37				NORTH TO ALASKA	Johnny Horton, Columbia 4782			8
15	25	36	45				ALONE AT LAST	Jackie Wilson, Brunswick 55170			5
20	17	10	14				THEME FROM THE APARTMENT	Fernando and Tichler, United Artists 234			16
21	24	32	49			□	TO EACH HIS OWN	Platters, Mercury 71697			5
★	37	67	—				A THOUSAND STARS	Kathy Young and the Innocents, Decca 166			3
23	20	23	26				ARTIFICIAL FLOWERS	Bohby Darin, A&O 6179			7
24	4	3	5				TWIST	Chubby Checker, Parkway 811			15
25	22	13	12			□	KIDDO	Brook Benton, Mercury 71652			14
26	13	8	9				SO SAD	Everly Brothers, Warner Bros. 5163			10
27	26	30	31			□	TOGETHERNESS	Frankie Avalon, Chancellor 1054			8
28	16	14	8				A MILLION TO ONE	Jimmy Charles, Promo 1822			12
29	36	51	59				HUCKLEBURY	Chubby Checker, Parkway 813			5
30	32	41	67				PETER GUNN	Diane Feltz, Jangle 1168			5
31	29	19	22				NEVER ON SUNDAY	Dos Cars, United Artists 234			14
32	27	16	10			□	IT'S NOW OR NEVER	Ella Fitzgerald, RCA Victor 7777			17
33	34	40	27				A FOOL IN LOVE	Her and Tim Turner, Sue 720			11

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	STAR PERFORMERS showed the greatest upward progress on the 100 this week.	Indicates that 45 r.p.m. stereo single version is available.	Indicates that 33 1/3 r.p.m. stereo single version is available.	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
34	21	9	7				MR. CUSTER	Larry Verne, Sue 3024			11
35	63	—	—				HE WILL BREAK YOUR HEART	Jerry Butler, Sue Jay 304			2
36	31	17	16				THREE NIGHTS A WEEK	Fats Domino, Imperial 5487			10
37	33	18	19				DIAMONDS AND PEARLS	Paradise, Milestone 2863			12
★	55	54	61				LOVE WALKED IN	Blondie Washington, Mercury 71696			6
★	59	90	—				I'LL SAVE THE LAST DANCE FOR YOU	Diana King, Mercury 71690			3
40	48	39	40				TONIGHT'S THE NIGHT	Shirley, Scripps 1218			9
★	52	77	—				MY GIRL JOSEPHINE	Fats Domino, Imperial 5784			3
42	50	65	77				WHOLE LOT OF SHAKIN' GOIN' ON	Chubby Checker, Parkway 813			5
43	41	50	54				MY DEAREST DARLING	Fita Jones, A&O 536			8
★	78	—	—				PERFIDIA	Ventures, Decca 28			2
45	46	45	53				SOMEBODY TO LOVE	Bohby Darin, A&O 6179			7
46	44	44	39				ANYMORE	Teresa Brewer, Coral 62219			14
47	35	24	20				MOVE TWO MOUNTAINS	Mary Johnson, United Artists 241			10
★	72	92	—				WAIT FOR ME	Pleasures, Roulette 4276			3
49	39	29	17				PINEAPPLE PRINCESS	Annette, Vesta 362			13
50	70	72	82				LONELY TEENAGER	Fats Domino, Imperial 5784			4
51	53	66	73			□	THEME FROM THE SUNDOWNERS	Billie Vaughn, Dot 16133			6
★	86	—	—				NATURAL BORN LOVER	Fats Domino, Imperial 5784			2
53	47	42	47				SHIMMY LIKE KATE	Chambers, Arise 5606			9
★	—	—	—				SWAY	Bohby Darin, A&O 6179			1
55	42	33	32				LUCILLE	Everly Brothers, Warner Bros. 5163			10
56	61	79	—				DEAR JOHN	Pat Boone, Dot 16152			3
57	43	34	15				WALK, DON'T RUN	Ventures, Decca 28			17
58	62	78	—				AM I LOSING YOU	Jim Reeves, RCA Victor 7180			3
59	45	35	29				TWISTIN' U.S.A.	Dwight and the Jesters, Vocal 4616			8
★	81	84	99				BALLAD OF THE ALAMO	Mary Robbin, Columbia 41889			4
★	77	99	—				AM I THE MAN	Jackie Wilson, Brunswick 55170			3
★	94	—	—				YOU'RE SIXTEEN	Johnny Burnette, Liberty 55285			2
63	66	69	74				ALABAMA	Cowboy Copps, Starday 561			7
★	95	—	—				RUBY DUBY DU	Toby Marlowe, Chief 7622			2
65	73	76	—				THEME FROM THE DARK AT THE TOP OF THE STAIRS	Lella, Kapp 349			3
★	97	—	—				RUBY DUBY DU	Charles McRae, M-G-M 12946			2
67	64	68	80				ONE OF THE LUCKY ONES	Asha Brown, Carlton 555			5

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	STAR PERFORMERS showed the greatest upward progress on the 100 this week.	Indicates that 45 r.p.m. stereo single version is available.	Indicates that 33 1/3 r.p.m. stereo single version is available.	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
68	69	89	—				ALABAMA	Pat Boone, Dot 16152			26
69	57	53	42				FINGER POPPIN' TIME	Frank Ballard and the Midlifers, King 5341			2
★	88	—	—				LIKE STRANGERS	Everly Brothers, Cadence 1368			2
71	49	47	28				RUN, SAMSON, RUN	Nell Sedaka, RCA Victor 7781			10
72	71	70	76				THEME FROM THE SUNDOWNERS	Fella Starlin, Liberty 85282			6
73	54	52	60			□	I WISH I'D NEVER BEEN BORN	Paul Potts, Mercury 71695			6
74	67	75	98				IF SHE SHOULD COME TO YOU (LA MONTANA)	Anthony Newley, London 1929			5
75	76	74	—				THAT'S HOW MUCH	Brian Hyland, Kapp 352			3
76	83	84	99				BALLAD OF THE ALAMO	Red and Trav, Liberty 55284			4
77	65	71	83				PATSY	Jack Scott, Top Rank 3875			4
78	82	86	88				HAVE MERCY, BABY	Robbette, Topic N 186			5
★	—	—	—				MANY TEARS AGO	Connie Francis, M-G-M 12964			1
80	90	93	97				NIGHT THEME	Mark II, Wye 1681			4
81	74	97	—				THEME FROM THE DARK AT THE TOP OF THE STAIRS	Ernie Freeman, Imperial 5653			3
82	93	—	—				A WHOLE LOT OF SHAKIN' GOIN' ON	Cowboy Tooty, M-G-M 12962			2
83	56	46	46				(I DO) THE SHIMMY, SHIMMY	Bohby Freeman, King 5733			13
84	89	91	94				SIDE CAR CYCLE	Charlie Ryan, Four Star 1745			4
85	84	87	95				MIDNIGHT LACE	Ray Ellis, M-G-M 12962			4
★	—	—	—				GONZO	James Booker, Peacock 1697			1
★	—	—	—				SENZA MAMA (WITH NO ONE)	Connie Francis, M-G-M 12964			1
★	—	—	—				PSYCHO	Bohby Hendricks, Sue 732			1
89	68	60	65				EVERGLADES	Kingston Trio, Capitol 4441			5
90	100	—	—				GREEN LEAVES OF SUMMER	Brothers Four, Columbia 41808			2
91	99	—	—				A KISSIN' AND A TWISTIN'	Felton, Chancellor 1061			2
92	—	—	—				OL' MAC DONALD	Frank Sinatra, Capitol 4446			1
93	—	—	—				THEME FROM THE SUNDOWNERS	Monty Ward, London 1946			1
94	98	—	—				ONCE IN A WHILE	Chilton, Top 444			2
95	92	94	100				MIDNIGHT LACE	Ray Conniff, Columbia 41808			4
96	—	—	—				A THOUSAND MILES AWAY	Heartbeats, Ruff 216			1
97	80	61	56				MY LOVE FOR YOU	Johnny Mathis, Columbia 47564			11
98	38	37	35			□	THE SAME ONE	Brook Benton, Mercury 71692			12
99	—	—	—				DON'T GO TO STRANGERS	Rita Jones, Prevue 186			1
100	—	—	—				CRY, CRY, CRY	Bohby (Blue) Bland, Duke 317			1

& TOMORROW'S TOPS BEST BUYS

BUBBLING UNDER THE HOT 100

These records, of all those on the Hot 100, have begun to show NATIONAL overbreakout action this week for the first time. They are recommended to dealers, job box operators and disk jockeys as having the greatest potential to go all the way. Previous *Billboard* Spotlight Picks are marked (*)

POP

*HE WILL BREAK YOUR HEART..... Jerry Butler
(Conrad, BMI) Vee Jay 354

*PERFIDIA Ventures
(Peer, BMI) Dolton 28

*WAIT FOR ME Playmates
(Planetary, ASCAP) Roulette 4276

*LONELY TEENAGER Dion
(Schwartz, ASCAP) Laurie 3070

*SWAY Bobby Rydell
(Peer, BMI) Cameo 182

C&W—No selections this week.

R&B—No selections this week.

These records, while they have not yet developed enough strength throughout the country for inclusion on any national chart anywhere, already have stimulated considerable regional action. Rank positions indicate relative potential to earn an early listing on the Hot 100

1. THEME FROM THE DARK AT THE TOP OF THE STAIRS..... Percy Faith, Columbia 41796
2. STAY WITH ME A LITTLE LONGER..... Ed Townsend, Warner Bros. 5174
3. THEME FROM THE DARK AT THE TOP OF THE STAIRS..... Chel Atkins, RCA Victor 7796
4. FALLEN ANGEL..... Webb Pierce, Decca 31165
5. EXODUS..... Ferrante and Teicher, United Artists 274
6. ISN'T IT AMAZING..... Gresh, Coed 537
7. YOU BETTER KNOW WHAT YOU'RE DOING..... Lloyd Price, ABC-Paramount 10162
8. SWEET DREAMS..... Don Gibson, RCA Victor 7805
9. THE BELLS..... James Brown, King 5423
10. CHILLS AND FEVER..... Benjie Lane, Dot 16144
11. BUMBLE BEE..... La Vern Baker, Atlantic 2064
12. JAGUAR AND THUNDERBOLT..... Chuck Berry, Chess 1767
13. GEE WHIZ..... Innocents, Indigo 11
14. SIXTY-MINUTE MAN..... Unlabeled, Madison 139
15. GEE..... Jan and Dean, Dore 576

REVIEWS OF

THIS WEEK'S SINGLES

HOT 100: A TO Z

- A Fool in Love..... 32
- A Kiss and a Cry..... 31
- A Million to One..... 30
- A Thousand Miles Away..... 29
- A Thousand Miles Away..... 28
- A Thousand Miles Away..... 27
- A Thousand Miles Away..... 26
- A Thousand Miles Away..... 25
- A Thousand Miles Away..... 24
- A Thousand Miles Away..... 23
- A Thousand Miles Away..... 22
- A Thousand Miles Away..... 21
- A Thousand Miles Away..... 20
- A Thousand Miles Away..... 19
- A Thousand Miles Away..... 18
- A Thousand Miles Away..... 17
- A Thousand Miles Away..... 16
- A Thousand Miles Away..... 15
- A Thousand Miles Away..... 14
- A Thousand Miles Away..... 13
- A Thousand Miles Away..... 12
- A Thousand Miles Away..... 11
- A Thousand Miles Away..... 10
- A Thousand Miles Away..... 9
- A Thousand Miles Away..... 8
- A Thousand Miles Away..... 7
- A Thousand Miles Away..... 6
- A Thousand Miles Away..... 5
- A Thousand Miles Away..... 4
- A Thousand Miles Away..... 3
- A Thousand Miles Away..... 2
- A Thousand Miles Away..... 1

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

In order to speed reviews of single records, The *Billboard* requests that ALL singles be sent to The *Billboard* Record Review Department, 1564 Broadway, New York 36, N. Y. However, albums should be sent P. O. Box 292, Times Square Station, New York 36, N. Y.

Pop

ELVIS PRESLEY

ARE YOU LONESOME TONIGHT? (Bourne-Cromwell, ASCAP) (5:07) — I GOTTA KNOW (Alamo, ASCAP) (2:14) — Elvis Presley turns in a warm and touching performance on the oldie, which also features a tender lullaby. Flip is a swinging side that has almost as much power as the top side. RCA Victor 7810

BROOK BENTON

SOMEDAY YOU'LL WANT ME TO WANT YOU (Duchess, BMI) (2:23) — FOOLS RUSH IN (Bregman, Veeva & Conn (2:25) — Brook Benton turns to two standards here with great results. He sings "Someday" with deep feeling, and does an equally strong job on "Fools Rush In." Mercury 71722

DORSEY BURNETTE

THIS HOTEL (Bamboo, BMI) (2:38) — THE RIVER AND THE MOUNTAIN (Sherman-DeVorzon, BMI) (2:09) — Two fine performances by Dorsey Burnette. "This Hotel" is about a prison, while the flip is a melodic song. Burnette has two more coin-catchers here. Era 3633

RAY CHARLES

COME RAIN OR COME SHINE (A-M, ASCAP) (2:30) — TELL ME YOU'LL WAIT FOR ME (Progressive, BMI) (2:22) — Charles has scored his second hit on another label, but this strong waxing is bound to be heard from, too. Top side has a fine, soulful chanting job with fiddles and chorus. Flip is another good ballad effort which can also reap spins. Atlantic 2064

MARY JOHNSON

HAPPY DAYS (Debut, BMD (2:38) — BABY, BABY (Debut, BMI) (2:30) — Here's another artist who can keep his bit string going via two strong vocal stints. He handles the rhythmic "Happy Days" stylishly, and swings out on the rhythmic "Baby, Baby." United Artists 273

WANDA JACKSON

MEAN, MEAN MAN (Central, BMI) (2:10) — HAPPY, HAPPY BIRTHDAY (Arc-Donna, BMI) (2:38) — Wanda Jackson comes back in her best "Let's Have a Party" style on "Mean, Mean Man." Flip is a pretty version of the old r&b hit. Capitol 4469

WYNN STEWART

I'D RATHER HAVE AMERICA (Golden West, BMI) (2:32) — Wynn Stewart has a potent piece of material here about America and he makes the most of it in the manner of "The Battle of New Orleans." Strong wax. Flip is "If You See My Baby" (Jat, BMI) (2:12). Challenge 59095

BOBBY DAY

OVER AND OVER (Recordo, BMI) (2:20) — GEE WHIZ (Recordo, BMI) (2:10) — Bobby Day comes back in his previous chart form with this new record. Top side is a medium-tempo rocker with a teen lyric, while flip is the much-recorded "Gee Whiz," on which this version could share some of the coin. Rendezvous 136

LE GARDE TWINS

WHERE CAN THE LOVELIGHT BE (Acuff-Rose, BMI) (2:15) — A sock new tune penned by Boulevard Bryant is sung by the twins with lots of style. Flip is "Baby Sitter." Acuff-Rose, BMI. Liberty 55346

(Continued on page 46)

MUSIC PUBLISHER INFORMATION:

Data naming the publishers of recorded tunes is provided by the *Billboard* in four different stages of a record's life: (1) All new single record reviews each week show the names of the publishers of each tune. (2) When a record is listed on the Hot 100 for the first time, publisher information is included in the special box which appears in the news section each week. (3) The week's Best Buys, naming the hottest breaking records on the Hot 100 in the box which appears at the top of this page, also provides publisher data. (4) The top 30 tunes each week are listed in The Honor Roll of Hits, which also gives full publisher information.

Reviews of THIS WEEK'S SINGLES

The pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 43

RAY CHARLES

HARD-HEARTED HANNAH (Advanced, ASCAP) (3:14) — **RUBY (Miller, ASCAP)** (2:51) — Even as Charles "Georgia" hit continues on the upsurge, the charter comes up with another solid coupling. The "Hannah" side features a top charting effort with a great Marty Patz arrangement. The flip, recently a hit for Adam Wade, also gets a fine treatment, the top side has the edge.

ABC-Paramount 10164

THE ROMANCE

JUMPIN' JUNGLE (Zodiac, BMI) (2:07) — **MOODY** (Zodiac, BMI) (2:06) — New group comes thru with swinging renditions of bright material here. Top side is a novelty about a hip jump, flip is a bouncy rock and roller. Lads are good. Palette 5967

DEBBIE REYNOLDS

SATISFIED (PART II) (Geneva, BMI) (2:40) — **IT LOOKS LIKE RAIN IN CHERRY BLOSSOM LAND** (Morris, ASCAP) (2:28) — The Reynolds gal has a hot coupling of contrasting sides here. Top is a wild rocker cover of a tune now out by the Chantones. The flip is a soft, pretty rendition which could also score. Watch 'em both.

Dot 16156

Country & Western

ROY ACUFF

MOUNTAIN GUITAR (Acuff-Rose, BMI) (2:02) — **TIL NO LONGER YOU CARED (FOR ME)** (Acuff-Rose, BMI) (2:19) — The fine hillbilly charter has a pair of potential winners. Flip is a showmanly folk-jung job on a cute country novelty. First is a heartful ballad, penned by Don Gibson. Two good sides.

Hickory 1134

Christmas

MITCH MILLER

MUST BE A SANTA (Hollis, BMI) (2:40) — **CHRISTMAS SPIRIT** (Korwe, ASCAP) (2:54) — Miller and his gang of sing-alongs come thru with a pair of sprightly holiday-styled sides. Top side is an updated version of a familiar German drinking song, while the flip is a happy new tune. Both can grab plenty of juke utility.

Columbia 41814

SPECIAL MERIT SPOTLIGHTS

The following records have been picked for outstanding merit in their various categories because in the opinion of *The Billboard* Music Staff they deserve exposure.

(Reviews appear elsewhere in this issue)

Pop Talent

JERRY RAINES

★★★★ NO MORE (Tulane, BMI) (2:20)

★★★★ HAS BEEN (Tulane, BMI) (2:40) — Mercury 71708

★★★★ Pop Disk Jockey Programming

TONY BENNETT

★★★★ SOMEBODY (Famous, ASCAP) (2:20) — Columbia 41860

★★★★

VERY STRONG SALES POTENTIAL

POPULAR ★★★★★

BOBBY LOR

★★★★★ When the Snow Falls — COLUMBIA 41824 — Fine side here has Lord singing about the loneliness that comes with the winter's first snow. Effortless melody with lyrics value choros and strong rhythm with piano. Strong waltz. (Acuff-Rose, BMI) (2:36)

★★★★★ Before I Lose My Mind — This country western features vocal backing with Lord out front singing solid. It is a ballad that tells of the pain that follows a broken romance. (Dove-Rose, BMI) (2:45)

LANNY DUNCAN

★★★★★ ROMEO'S TEACHER — CANDID — Hot-A roller, sure it intense style, with falsetto vocal breaks, with an effective,

soundings piano accompaniment. Watch it. (Dial-Max, BMI) (2:39)

★★★★★ Why Did We Say Goodbye — A rockabilly, with the chaser using an occasional upper vocal range for contrasting effect. (Dial-Max, BMI) (2:40)

THE FLARES

★★★★★ Jump and Jump — FELSTED 8007 — Cheerful novelty-rhythm item is a successful market waltz with appeal for teen targets. (Arap, BMI) (2:30)

★★★★★ What Do You Want If You Don't Want — A novelty featuring chanting by lead and group on lively r&B style with exciting gospel flavor. (Arap, BMI) (2:35)

OTIS WILLIAMS

★★★★★ Walk — KING 9421 — The charter item is a bright and emotional performance on a swinging rocker, slant snare and bass drum and the combo. A rock side. (Lola, BMI) (2:30)

★★★★★ And Take My Love — Otis Williams, backed by the Charms and co., comes thru with a touching trading of a luscious ballad. It has a good feeling and a chance for sales. (Lola, BMI) (2:48)

BILLY HILLS

★★★★★ My Love Song — COLPIX 160 — A novelty, with a romantic waltz with feeling and heart on emotional rocker. This is a hit's debut disc and it's worth a hearing. (Arch, ASCAP) (2:09)

★★★★★ Come Back Joe — Hard-driving pop marks frantic vocalizing by Billy on the r&B version. "Good Rock Joe" (Bayer, ASCAP) (2:00)

HOLLYWOOD ARCADES

★★★★★ Hello Gals — LUTE 4001 — The catchy old r&B hit is handed an evocative pop stilet with strong reading by lead. (Arap, BMI) (2:28)

★★★★★ No Fine-Good-Flavored Item is recorded a solid group vocal. Two sides worth exposure. (Eldorado, BMI) (2:30)

FUGITIVES

★★★★★ Forever — SIMS 1515 — Catchy rhythm theme is accorded an affecting instrumental treatment with solid waltz work and good beat. (Arch, BMI) (2:15)

★★★★★ Positive — High-spirited instrumental treatment of a rocking waltz with infectious beat. Same two tunes also are on the Arnel label. (R & R, BMI) (2:30)

BILLY (CRASH) CRADDOCK

★★★★★ Good Time Baby (in a Harmonica) — COLUMBIA 41823 — Vocalized r&B, with swing with enthusiasm and showmanship by Craddock, with a strong appeal. (Sequence, ASCAP) (2:06)

★★★★★ Heavenly Love — Emotion-packed delivery by Craddock on a strong rocker, backed with fun choros on backing. (Columbia, BMI) (2:32)

KATHY LINDEN

★★★★★ I'm a Little Bit of a Fool (To My Love) — MCA 41824 — Bright time spent by Kathy Linden is handed a solid performance by the theme over a solid arrangement by rock and choros. (Acuff-Rose, BMI) (2:30)

★★★★★ We Had Words — Kathy Linden handles this weeper ballad with much feeling over a warm backing by the rock and choros. A strong side that could get action. (Arch, ASCAP) (2:22)

GUY MITCHELL

★★★★★ A Matter of Time — The Rolo-Columbia 41825 — The wonderful old side with spirit here by Mitchell over warm, old-fashioned backing. A strong side with a chance for extra. (Joy, ASCAP) (2:15)

★★★★★ Sunshine Gals — Most attractive solo-side type tune is sung with a hit by Mitchell over a fun-swing backing by the rock. A strong waltz that could beat loose. (Jack-D, ASCAP) (2:05)

MICKEL & SYLVIA

★★★★★ What Would I Do — RCA VICTOR 7811 — Cheerful doo vocal ston on bright r&B, with solid backing. (Aldo-Dino, BMI) (2:30)

★★★★★ This Is My Story — Old r&B hit is charted with sincere effectiveness by team with fun on lead. (Aldo-Dino, BMI) (2:38)

CLYDE McPHEETER

★★★★★ Go — TEN 36 — ATLANTIC 3602 — This side comes from two babies ago for the charter, but it's still a nice, easy-going ballad of chatting with big beat backing with choros. Worth a spin apathy. (Dorsey, BMI) (2:34)

★★★★★ If I Didn't Love You — Like I Do — A solo ballad with tender, high-pitched melody by McPheeter. This is a hit on the old-hit side but the artist still has a solid sound. (Regen-Progressive, BMI) (2:30)

JOHNNY POWER

★★★★★ A Teenage Prayer — TRIOHEX 1012 — Here's a smart updating of the tune once a hit for Gloria Mann on the Sound label. Power has a distinctive feel to it, unlike the earlier Johnny Ray approach. (Tri-gram, BMI) (2:30)

★★★★★ Young Boy's Heart — Another strongly teen-dated side. This one is set in a solid tempo with choros and backing. Also apathy. (Brenner, BMI) (2:10)

THE CHAMPS

★★★★★ Took — CHALLENGE 7007 — Rocker, hard-driving, instrumental treatment of solid rhythm item, with hip-beat, instrumental style. (Challenge, BMI) (2:30)

★★★★★ The Face — Related jazz-funk tempo marks this pleasant instrumental theme. Spanable. (Joy, BMI) (2:30)

PAUL AND LYNN

★★★★★ Well, We DM It — ROULETTE 4202 — Impassioned performance on strong novelty—titled tune about couple calling plans to romance elsewhere. Spite appeal. (Roulette, BMI) (2:30)

★★★★★ About-Needed Love — Personable waltz by the duo on an amusing over-the-top with comic lyrics. (Phonary, ASCAP) (2:41)

DIAN MARTIN

★★★★★ Sweet Dreams — CAPITOL 4673 — Sentimental Italian-flavored ballad is sung with comic lyrics by Martin—Dionne. (Capitol, ASCAP) (2:31)

★★★★★ How Sweet It Is — Attractive chanting by the waltz on a relaxed tune with lightly swinging backing. (Gladstone, ASCAP) (2:30)

THE CAPRI SISTERS

★★★★★ I'm Gonna Walk You — ABC-PARAMOUNT 41827 — A big ballad, based on a familiar Latin melody, receives a fine performance from the trio, over a big vocal arrangement. Strong side. (Lewin, ASCAP) (2:37)

★★★★★ Believe in You — The thrush sides and pretty ballad with warm over the top support. Could get deejay plays. (Slatom, ASCAP) (2:30)

KATY KALLEN

★★★★★ The Things You Left to Me — Her performance of this waltz on the album, over a big vocal arrangement. Strong side. (Lewin, ASCAP) (2:37)

★★★★★ Believe in You — The thrush sides and pretty ballad with warm over the top support. Could get deejay plays. (Slatom, ASCAP) (2:30)

HANK LEVINE

★★★★★ Baby Rock — PRI 313 — Instrumental featuring horns. Material is blue-based, and carries considerable interest, particularly when horns join the band. (Decca, BMI) (2:24)

★★★★★ Midnight — Instrumental is done with smart technical gimmicks and captures a mood. Like the flip, material is blue-based and keyed to a minor, melodic line is slow tempo. (Tower, BMI) (2:34)

AL GARDNER

★★★★★ The Storm — DECCA 31179 — Al Gardner handles this waltz on the storm, a new dance, with plenty of spirit, aided by a driving backing. Strong side. (Roulette, BMI) (2:30)

★★★★★ Solitude — The Ellington duet receives a pleasant reading from the singer over simple backing. Flip is stronger. (American, ASCAP) (2:30)

JUNE VALLI

★★★★★ Weep for Me — MERCURY 7172 — Interesting song is sung softly here by June Valli over fine support by the rock and choros. It is strong enough to happen. (Mercury, BMI) (2:15)

★★★★★ Buried — The thrush sides and pretty ballad with warm over the top support. Could get deejay plays. (Slatom, ASCAP) (2:30)

JOHNNY NAY

★★★★★ Love — ABC-PARAMOUNT 41826 — A very pretty reading of the tune from the new Hank Levine pop. (Waltz much exposure. (Famous, ASCAP) (2:44)

★★★★★ Kiss — A pretty hook of material is sold in winning fashion by the vocalized chorus on this attractive side. (Mercury, BMI) (2:34)

BOB LUNAN

★★★★★ Catfish and Black Mutt — IMPERIAL 747 — Lunan has big hit on Warner label, and he's equally as performance-wise on this catchy novelty. (Imperial, BMI) (2:30)

★★★★★ All Night Long — Moving rockabilly hit is handed strong reading by Lunan. (Tri-gram, BMI) (1:40)

★★★★★ The Piano of Ronnie Aldrich and His Orchestra — IMPERIAL 1951 — From the film "Pop" comes the tune. Side is a fast-paced instrumental, featuring piano. (Chapin-Britannia, ASCAP) (2:09)

★★★★★ Our Covert — Another instrumental, softer in mood and slower in tempo than the "Good Plans" (Chappel, ASCAP) (2:45)

LITTLE DANNY

★★★★★ Freedom Lane — A ballad effort by Danny done in dedicated soft style to a simple piano and horn backing. Quite a performance. (Gladstone, BMI) (2:35)

★★★★★ Mind on Loving — Danny is a powerful performer. The number is a love ballad, and it's a hit on the mind. (Savoy, BMI) (2:30)

KENNY MARTIN

★★★★★ Heart Storm — BIG TOP 3013 — Martin picks strong emotion into moving rockabilly with chorus on backing. Dual melody appeal. (Macaroni, BMI) (2:25)

★★★★★ Love! Man — Easy swinging r&B side is sung with vitality by Martin and firm choros. (Mercury, BMI) (2:17)

THE OVERTONES

★★★★★ The Fisk Mass — LONDON 1912 — Instrumental featuring guitar. Material is uncommon and plays quite well. Tones is a bit in it, and has many choros. (London, BMI) (2:10)

★★★★★ The Blue Bird — Another instrumental. Has a Continental sound but lacks impact of flip. (Slatom, BMI) (2:40)

RAVE AND DAVID

★★★★★ Love — M-G-M 12643 — This is the story of two kids who bought a car and a house. The story is cute and could get some action. It's styled somewhat as "Love Bug." (Gladstone, BMI) (2:15)

★★★★★ Lovelife — Snappy tune is handed a pleasant reading by the boy. Flip is stronger. (Sequence, ASCAP) (2:10)

★★★
GOOD SALES
POTENTIAL

POPULAR ★★★★★

JERRY VALLI

★★★★★ The Way — COLUMBIA 41823 — The fine time receives a strong reading here by Jerry Valli over a fine Gloria Chorus and rock arrangement. Side could get the ground quickly. (Mercury, BMI) (2:13)

★★★★★ Just Friends — The fine side receives a fine time performance from Jerry Valli here. The backing by the Chorus is not out-of-the-ordinary. Worth spin apathy. (Mercury, BMI) (2:30)

★★★★★ Lee Williams and The Moonrakers — No! I Won't Cry Anymore — KING 309 — A good performance by Lee Williams and the Moonrakers of 90 interesting ballad with a rock and roll touch. Worth spin. (Gladstone, BMI) (2:30)

★★★★★ The Way — On this side the charter and the group here in a smart reading of a luscious rock and roll song. (Mercury, BMI) (2:30)

JIMMY WINNER

★★★★★ When the Wind Blows — CHANCELLOR 1901 — This pretty tune from the flick of the same name receives a pretty interpretation from the pianist aided by a large chorus and rock backing. Side is worth exposure. (Lewin-McGhee, ASCAP) (2:13)

★★★★★ A Quiet Bay — Luscious and rather slow melody is played wistfully here by the pianist over straggled backing. (Decca, ASCAP) (2:05)

AL HUBRICANE

★★★★★ South Sea — APT 25049 — Happy instrumental effort with a strong beat, sold easily by the combo, with the boys acting as some chordal support. (Dunbar, BMI) (2:35)

★★★★★ Berber — Attractive instrumental effort by a Hawaiian band and his Night Riders. The boys lead and accompany to the side. (Dunbar, BMI) (2:30)

JOHNNIE & JOE

★★★★★ Across the Sea — CHESS 7169 — The familiar tune is sung with feeling here by the duo aided by backing with a driving beat. Could get some action. (Chapman, BMI) (2:33)

★★★★★ You Said It and Don't Forget It — Johnnie and Joe tell of the wild effort with spirit over a rocking beat. (Mercury, BMI) (2:10)

(Continued on page 50)

SWEEPING THE NATION!

**MARTY
ROBBINS**
NEWEST SMASH
**BALLAD
OF THE
ALAMO**

4-41809 (also available on Single 33)

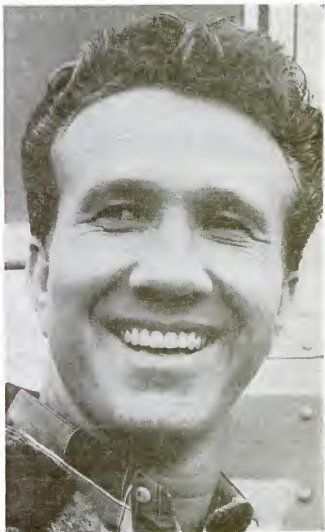
**FROM THE YEAR'S MOST
STIRRING MOVIE SOUND
TRACK ALBUM**

THE ALAMO

CL 1558/CS 8358 (Stereo)

**MUSIC COMPOSED
AND CONDUCTED BY
DIMITRI TIOMKIN**

**LYRICS BY
PAUL FRANCIS
WEBSTER**



**EXCLUSIVELY ON
COLUMBIA®RECORDS**

ONE STOP
SERVICE
1 Day Service • Free Title Strips

RECORDS
ALL LABELS
WHOLESALE
45's... 60c
LP's
95c \$2.47
\$3.09 \$3.71

REDISCO

1221 W. North Ave.
Baltimore 17, Md.
MADISON 3-1571

Still Going Strong!

The Parodons
"DIAMONDS
and PEARLS"

exclusive

Milestone Artists
Milestone #2003

HOT ACTION ON THE NEW
DANCE CRAZE RECORD . . .

DOIN' THE
HORSE

SKIPPY BROOKS' COMBO
Instyle 2118
NASHBORO RECORDS
Nashville, Tenn.

GETTING BIGGER EVERY DAY!
LITTLE ANTHONY
& THE IMPERIALS
LIMBO

(Parts I & II)

and #1000

END RECORDS
1450 Broadway New York, N. Y.

THEME FROM
WHERE THE HOT
WIND BLOWS
JIMMY WISNER
C-1063

Chancellor
Produced by Alvin Karpis

COUNTRY MUSIC COMEDIANS
feature with comedy at six weeks
can go up to 30 min. sets to appear
with special musical comedy
as well as instrumental group
in their own right. The comedy
travelling. Excellent presentation
and music. For more information
contact: Vic Latta, Box 19, 18
East 50th Street, New York, N. Y.

when answering ads . . .
SAY YOU SAW IT IN
THE BILLBOARD

FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Hal Smith, manager of Curtis Artists Productions, Goodietests, Tenn., has taken over the exclusive management of Carl Butler, Columbia records, and "Grand Ole Opry" feature. . . Johnny Frick's ballad, "Lonely," written with an assist from Pee Wee King and recorded by the latter's group, with Redd Stewart doing a dual vocal, has just been released by Rank Records. Flip is "Do You Remember?" a ballad penned by Pee Wee and Redd. . . The Gene Johnson office, Wheeling, W. Va., has set up a package comprising Ernest Tubb and the Texas Troubadours, Minnie Pearl, Stony Cooper and Wilma Lee and their Clutch Mountain Clan, Jimmy Martin and the Sunny Mountain Boys and Grandpa Jones for Johnston, Pa., November 11; Youngstown, O., 12, and Canton, O., 13.

Leroy VanDyke, trickytongued singing auctioneer, visits next Saturday (12) on "N.C. Radio's" "Red Show," which emanates from Springfield, Mo. Regulars to be featured are Slim Whitman, the Tall Timber Boys, Uncle Cyp Bransfield and Joe Slattery. . . Red Foley is being paid by the Bradley for a Decade session in Nashville within the next few days. . . The Crossroads of Country Music, Springfield, Mo., will be represented at last weekend's WSM Country Music Festival by a quartet of young old-timers in the field—Al Simms and Jim McConnell. . . The Sunshine Boys are in the midst of a four-week stand at the Grand Nugget, Las Vegas, set thru the Gene Johnson office. . . Wheeling, W. Va. Abbie Neal and Her Raach Girls, booked exclusively by the Johnson firm, are moving into their third year in the Reno, Lake Tahoe and Las Vegas area.

Jimmy Martin's new release on Decca, "You Don't Know My Mind," is reportedly gaining wide acceptance in the Northeastern part of the U. S. and Canada. Jimmy's initial Christmas record on Decca, "Old-Fashioned Christmas," is slated for release November 14. . . Stony Cooper and Wilma Lee have purchased a new bus to make the hauls on their upcoming trek to the West Coast, one of the longest p.a. tours of their career. Gene Johnson, Wheeling, W. Va., is doing a bookend job on the new album Moore introduced his new shridged edition of his annual Scrapbook at the Nashville convention last week-end, with Martin Payne, promoter-booker of Billings, Mont., representing him there. Moore is enrolled in the University of Denver, which prevented him attending the country music festival.

George ("Hall of Shame") Koss is on a string of appearances thru the South and Southwest to plug his new Maverick release, "If Love Had a Color" b/w, "Cold, Cold Arms." . . Johnny Elash, well-known Toronto country music promoter, has inaugurated a weekly Sunday night jamboree at the Palace Pier, that city, featuring local talent plus imports from Wheeling, W. Va., and Nashville. Meanwhile, across town in Toronto's Downriver section, Bob Robertson continues with his weekly Sunday night "Crang Plaza Jamboree." . . Netting healthy action in the Canadian market is Cy Ayers' coupling of "I'm Not the King" and "Four More Stars," both written by RME of Canada, Ltd. Art Lock and Cyril Turk are the writers, with Canadian distribution being handled by Raleigh Records, Ltd.

Chief Dyson, of Del Records, Oklahoma City, takes his "Cowboy Capitol Barn Dance" crew into Municipal Auditorium, that city, December 18 for a benefit performance headed by Ray Phillips, Boyd Records artists. Proceeds go to the building fund of the Oklahoma Rehabilitation Clubs. Also appearing on the show will be guitarist Gene Sullivan, who on the Decca label; Tex Wayne, All-Star Records artist, and Ken Harrison, of Del Records. Plus all the "Cowboy Capitol Barn Dance" regulars, including Jude and Jodie, the Holcomb Sisters and Red Miller. Billy Day, KLPB, Calv. disc-jockey, will emcee, and his combo, the KLPB Ranch Boys, will back the show. Following the stage show, there will be a square dance featuring the Square Wheelers, a group comprised of wheel-chair patients who roll thru the complicated square-dance routines under the direction of caller Frank Calhoun. The group has made numerous TV and stage appearances in the past.

Budding songwriters Carle Farley and Peggy Ann Munson have scored with several of their 1960s in a recent month. Carle has a new release out on the Laurel label titled "Blue Broken Heart," recorded by Jimmie Strin. The gals teamed on another tune with composer Paul Goodman, of Jacksonville, Fla., which the latter succeeded in placing with the Wilburn Brothers' Sure-Fire Music Company, Nashville. The duo, which includes Charles Wright, Dallas, the girls clicked again with a ballad placed with Dub Dickerson's New World Music.

Putting in a plan for sample platters from artists and diskeries is Doc Watson, who spins three hours of country was, weekdays 6-9 a.m., as a part of the "Look or Listen" format on KTVU-TV, Tacoma, Wash. Watson supplements his jockeying with comments in the Western country music sector. . . Manning the c.w. turntables at KAYE, Paytaul, Wash., are Tiny Young, Betty Curley Emerson and J. D. Brant. The station covers the Tacoma and Southern Puget Sound area of Western Washington. Country music from 7 a.m. to 7 p.m., six days a week. . . Goldhand Records, Box 284, Lake Charles, La., has sample copies available on Sunny Dupan's "My Glass Is Empty" and Cleveland Crocker's "Sugar Pie." It was recently received here that Boyd Records, 1408 N. W. 28th Street, Oklahoma City, invites deejays to write in for samples of "Tulla" (Tulla) "Outcasts" and Billy Galt's "It Hurts So Much." The item inferred that Tulla and Galt recorded the respective tunes. Actually, they merely wrote them. Both tunes were waxed by 21-year-old Ray Phillips, an up-and-coming country singer.

Mike Ostman, program director at KHEY, El Paso, Tex., reports that the station now is programming country music on a 24-hour basis. The change constitutes a shift from 12 midnight to 6 a.m., Ostman says. To handle the new arrangement, the station has rehired the veteran c.w. platter spinner, Uncle Virgil Bond. "One pattern from 12 midnight to 6 a.m. covers approximately 32 States and some parts of Canada," Ostman says. "We feel this will be a great boost to country music, not only here in the Southern but also in our coverage area. We are at KHEY will continue to push c.w. music as hard as anybody in the country. We believe greatly in its future."

The Billboard HOT C & W SIDES

FOR WEEK ENDING NOVEMBER 13

TITLE, Artist, Company, Record No.

ONE WEEK	TWO WEEKS	THREE WEEKS	WEEKS ON CHART
1	1	1	1
2	2	2	2
3	3	3	3
4	4	4	4
5	5	5	5
6	6	6	6
7	7	7	7
8	8	8	8
9	9	9	9
10	10	10	10
11	11	11	11
12	12	12	12
13	13	13	13
14	14	14	14
15	15	15	15
16	16	16	16
17	17	17	17
18	18	18	18
19	19	19	19
20	20	20	20
21	21	21	21
22	22	22	22
23	23	23	23
24	24	24	24
25	25	25	25
26	26	26	26
27	27	27	27
28	28	28	28
29	29	29	29
30	30	30	30
31	31	31	31
32	32	32	32
33	33	33	33
34	34	34	34
35	35	35	35
36	36	36	36

ON MY KNEES AND STAY

Charlie Rich
Phillips
International
32545
639 Madison
Memphis, Tenn.

ROCKIN'
BELLS
b/w White Christmas
BILL ROBBIN &
THE BLUE JAYS
Pink 707

ACE RECORDS
2219 West Capitol St. Jackson, Miss.

RECORD STORES Increase Selling Efficiency

The original and most convenient record catalog service. Listings of the latest releases, records by titles and artists, current and past releases, and numbers by titles and artists, all available in one place. Complete with no need to refer to other sources.

Three months' trial, \$10.00, or economical version, \$35.00. Information and sample set on request.

RECORDAIR, INC.
P. O. Box 5763, Philadelphia 30, Pa.

"PUSH PUSH"
AUSTIN TAYLOR

LAURIE 3067



Citation of Achievement

1960

*Awarded to the writers and publishers of the great
Country and Western Song Hits of the Year*

TO THESE WRITERS

Andrey Allison
Joe Allison
Bill Anderson
Red Bailey
J. A. Balthrop
Clarence M. Beaty Jr.
Tommy Blake
Roy Bodkin
Madeline Burroughs
Jack Clement
Lloyd Copas
Ted Daffan

Roy Drusky
Tilman Franks
Don Gibson
Chuck Gregory
Robert Halcomb
Billy Hogan
Johnny Horton
Harlan Howard
James Gilbert Howell
Frank Innocenti
Mrs. Frank Innocenti

Lonnie Irving
Stonewall Jackson
James Joiner
Lester Lanadore
John D. Loundermilk
Vic McAlpin
Lorene Mann
Buck Owens
Fuzzy Owen
Don Pierce
A. C. Reed

Jim Reeves
Dusty Rhodes
Marty Robbins
Wynn Stewart
Mel Tillis
Jack Toombs
Kitty Wells
Marie Wilson
Billy Worth
Marion Worth
Faron Young
Hilda M. Young

TO THESE PUBLISHERS

Acuff-Rose Publications
Buna Music Corp.
Cajun Publishing Company
Cedarwood Publishing Company, Inc.
Central Songs, Inc.
Champion Music Corporation
Ernest Tubbs Music, Inc.
Fairway Music Corporation
Golden River Publishing Company

Golden West Melodies, Inc.
Hoedown Music
Jack Music, Inc.
Jat Music, Inc.
Lancaster Music Publications, Inc.
Marty's Music Corporation
Moss Rose Publications, Inc.
New Keys Music

Pamper Music, Inc.
Ralph's Radio Music
Silver Star Music Publishing Co., Inc.
Starday Music
Sure-Fire Music Company, Inc.
Tree Publishing Co., Inc.
Tuckahoe Music, Inc.
Tune Publishers, Inc.
Yonah Music Company

In recognition of the great national popularity attained by these Country and Western Song Hits

ABOVE AND BEYOND (THE CALL OF LOVE)
ALABAM
AMICO'S GUITAR
ANOTHER
ANYMORE
ARE YOU WILLING, WILLIE?
BIG IRON
EACH MOMENT (SPENT WITH YOU)
EL PASO
FACE TO THE WALL
FAMILY MAN
HE'LL HAVE TO GO
I'M GETTIN' BETTER

I KNOW ONE
JUST ONE TIME
LAST RIDE
LEFT TO RIGHT
A LOVELY WORK OF ART
MILLER'S CAVE
NO LOVE HAVE I
ONE MORE TIME
PINBALL MACHINE
RIVER BOAT
THE SAME OLD ME
SINK THE BISMARCK

SOFTLY AND TENDERLY
(I'LL HOLD YOU IN MY ARMS)
THERE'S A BIG WHEEL
TIMBROOK
THE TIP OF MY FINGERS
TOO MUCH TO LOSE
UNDER YOUR SPELL AGAIN
A WOMAN'S INTUITION
WHY I'M WALKIN'
WISHFUL THINKING
YOUR OLD USED TO BE
YOU'RE THE ONLY GOOD THING
(THAT'S HAPPENED TO ME)

BROADCAST MUSIC, INC. • 589 Fifth Avenue, New York 17, N. Y.

NEW! NEW! NEW!

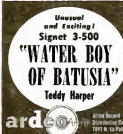


CLOCK RECORDS, INC. : CLP
1619 Broadway, N. E. C. 331



RECORDS 1330 W. Street Ave.
PHILADELPHIA, PA. C 2333

ANNETTE'S GOLD ONE
PINEAPPLE PRINCESS
/LUAU CHA CHA CHA
F-362
From
"HAWAIIANNNETTE" BV-3303
Vox



jimmie
RODGERS
"WOMAN
FROM
LIBERIA"
ROULETTE
R-4293
ANOTHER
HIT ON

The Big Hits
Are On
Today's Hit
Trademark



RECORD PROCESSING
AND PRESSING
Complete pressing and
mastering service. Send
your tapes to the best
SONGCRAT
New York 16, N. Y.

when answering us . . .
SAY YOU SAW IT IN
THE BILLBOARD!

• Reviews of New Pop Records

• Continued from page 46

JIMMY & THE REBELS

*** You Ain't No Sunshine — ROL
LITTLE 4381 — Another swinging version
of the oldie by the group. It could
be a winner. Group is similar to Johnny
and the Hurricanes. (Peer Inc., BMI)
(2:13)

*** The Shark of Anker — Same com-
ment. (Milo, ASCAP) (2:12)

JACKIE DE SHANNON

*** Teach Me — LIBERTY 5528 —
Maurice Rocco is wrapped up in feel-
ingful vocal by the singer. (Candorwood,
BMI) (2:24)

*** Lady Girl — Wonderful pling on a
crazy r&B. (Metric, BMI) (2:05)

TOMMY SANDS

*** Dealer Heurteade — CAPITOL 4470
— Effective guitar-driven tune, reminiscent
of "Emery." Is handled solo vocal by Sands.
(Capitol, ASCAP) (2:50)

*** On On and On — Wonderful feeling in
a handled a plaintive reading. (Spartan,
ASCAP) (2:25)

THE KNIGHTSBRIDGE STRINGS

*** I Don't Care — TOP RANK 2607
— Leth argy, underscored by r&B.
Maurice Rocco is wrapped up in feel-
ingful vocal by the singer. (Candorwood,
BMI) (2:24)

*** Hear a Whisper — Same com-
ment. (Gower, BMI) (2:05)

FREDDIE FENDER

*** Man Can Cry — ARGO 5735 —
A rockabilly. Fender sings the song
with a r&B, backed by an arrangement
with a triplet figure. (Argo, BMI) (2:35)

*** You're Something Else for Me —
A trio gets a belting performance by the
chatter, and is showcased by an uncommon
arrangement. Watch it. (Argo, BMI) (2:25)

SID HENNY

*** Nature Boy — MERCURY 71715 —
The edgy, almost standard gets a lively read-
ing, with a r&B, backed by an arrangement
with a triplet figure. (Mercury, BMI) (2:10)

*** That's Something! — A r&B
tune, with the r&B, backed by an arrangement
with a triplet figure. (Mercury, BMI) (2:10)

ELLA JOHNSON WITH BUDDY JOHNSON

*** I'm Just Your Fool — MERCURY
71713 — From the West album "Rock 'n'
Roll Sugarbush" comes the title. Ella sings
with her usual charm and soul, backed by
that wonderful Johnson band. It's a day
long, but solid. (Columbia, BMI) (2:49)

*** I Don't Want You From — From their
album, this is one of the standouts of the
Johnson repertoire. A fine rock, blues
band. It's appreciated by those who
like. (Columbia, BMI) (2:38)

GRADY CHAPMAN

*** Ambush — MERCURY 7169 —
A flourish of violin infuses this eerily
calm. Play of brightness here.
(Gram, BMI) (2:15)

*** My Life Would Be Good With You —
A sensitive ballad, with good violin, piano
and chorus work in the arrangement.
(Tape, ASCAP) (2:22)

PEPPER POES

*** Pepper Poes — DANFEN 7238 —
Instrumental gets a strong reading here.
This version has caught some of the
(Robbins, ASCAP) (2:15)

*** Leatherjacket Cowboy — Another
from "Key Witness." This is a blues-rock
instrumental, which maintains interest.
(Robbins, ASCAP) (2:15)

JUNIOR WATERS

*** We Both Need Love — ABC-PAR-
AMOUNT 1159 — Waters does a bouncy
arrangement. (Lorion, BMI) (2:22)

*** No Greater Miracle — The vocal
here is of the sensitive type, and the lyric
is of the inspirational kind. (Lorion,
BMI) (2:51)

JOHNIE CARLO

*** The Way — DECCA 31179 —
Come cowboy with a solid solo here by
himself. Good was. (Geffen, ASCAP) (2:12)

*** Potemkin — The fine oldie is per-
formed neatly here by the singer over big
rock support. (Mercury, BMI) (2:52)

KATO AND THE TRINITIES

*** Walking to School With My Love
— A r&B, with a r&B, backed by an arrange-
ment. Good was. (Geffen, ASCAP) (2:12)

DAKOTA STATION

*** The Way — CAPITOL 4465 —
The through solo this memorable kind of

feel triplet figure, and a hint of Yancy
Dixie. (Capitol, BMI) (2:11)

*** Kathy Jo — A rocker, done in full-
force. It's a r&B, backed by an arrange-
ment. (Capitol, BMI) (1:37)

LOU RAWLS

*** Just Thought You'd Like to Know
— CANTER 361-A ballad, sung by a roman-
tic voice. Background includes tasteful
values plus a triplet figure. (Cantor, BMI)
(2:26)

*** In My Little Black Box — A rocker,
solidly chosen in a shouting style, with a
r&B, backed by an arrangement. (Cantor,
BMI) (1:54)

TOMMY STEELE

*** Happy Go Lucky Bunch — LONDON
1960 — Steele's r&B, backed by an arrange-
ment. There's a whistling figure in the ac-
companying. (London, BMI) (2:30)

*** She's My Baby — A rocker. A big
sound here, abetted by chorus and drums—
the latter being strongly featured. (Lorion,
ASCAP) (2:10)

JOHNIE A BOE

*** The Over the Mountains' team is
back with a slow ballad with heavily ac-
cented triplets in the arrangement.
The side has a bit of the high-pitched
r&B, backed by an arrangement. (Lorion,
ASCAP) (2:14)

JENNIE SMITH

*** Breakdown — TOP RANK 2677 —
Fender's r&B, backed by an arrangement
with a triplet figure. (Argo, BMI) (2:19)

RED GARRISON AND HIS ZODIACS

*** Why Don't You Believe Me — Pretty
strong, with lush effectiveness by
the group. "No jockey was. This is the same
old. (Mercury, BMI) (2:10)

THE DANIELS

*** Little Lover — EPIC 4421 — Per-
sonable lead vocal work on uptight r&B,
with infectious stomp.

THE RAMBOCKS

*** Theme From the Tornado — PRE-
STIGE 8401 — Postmodern music title
here is wrapped up in rockabilly instru-
mental treatment with nice organ solo
work. (Pre, ASCAP) (2:27)

VINCE MARTIN

*** Is There Somebody Somewhere —
WIDE 345 214 — Folk-style tune is a
strong performance on an interesting rock
and roll effort. The backing is good and the
side has a chance. (Marmac, BMI)

*** The Sea Is Green — Attractive tune
with a folk flavor is solid with notably by
the chatter, as he tells about the life of
a sailing man. Worth exposure, especially
since featuring radio shows. (Mousie, BMI)
(2:46)

THE ORIGINALS

*** Let Me Be Your Girl — BRUNS-
WICK 5571 — The lead line turns in a
strong performance on an interesting rock
and roll effort. The backing is good and the
side has a chance. (Marmac, BMI)

*** A Kiss From Your Lips — Tune
that was a rock and roll hit about five
years ago receives a warm reading from the
group with the lead singer leading in an
emotional vocal. Worth spins. (Argo, BMI)
(2:51)

DAKOTA STATION

*** The Way — CAPITOL 4465 —
The through solo this memorable kind of

The Billboard

HOT R&B SIDES

FOR WEEK ENDING NOVEMBER 13

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	WEEKS ON CHART
1	4	12	LETS GO, LETS GO, LETS GO. The Drifters, King 5400.	5
2	9	12	WE WILL BREAK YOUR HEART, Jerry Butler, Van Jay 354.	3
3	3	4	GEORGIA ON MY MIND, Ray Charles, ABC-Paramount 10135.	7
4	1	2	SAVE THE LAST DANCE FOR ME, The Drifters, Atlantic 2071.	6
5	6	3	FOOL IN LOVE, like and Tina Turner, Sue 730.	15
6	2	1	RIDING, Brook Benton, Mercury 71652.	12
7	5	4	CHAIN GANG, Sam Cooke, RCA Victor 7783.	11
8	7	7	MY DEAREST DARLING, Ella James, Argo 5368.	8
9	18	17	I WANT TO BE WANTED, Brenda Lee, Decca 31149.	4
10	21	9	STAT, Maurice Williams, Herald 552.	7
11	10	15	DO NOT BE CRUEL, Billie Holiday, M. 2026.	5
12	27	—	NEW ORLEANS, U. S. Bonds, Legend 819.	2
13	12	21	CRT, CRT, CRT, Bobby (Blue) Bland, Duke 327.	5
14	11	18	MY HEART HAS A MIND OF ITS OWN, Celia Cruz, M-G-M 12923.	6
15	23	—	A MILLION TO ONE, Jimmy Charles, Warner 1002.	9
16	14	10	LET'S THINK ABOUT LIVING, Bob Luman, Promco Bros. 5172.	3
17	7	8	THE TWIST, Chubby Checker, Parkway 811.	14
18	24	29	LAST DATE, Floyd Cramer, RCA Victor 7775.	3
19	30	—	MY HERO, Bessie Bland, Value 213.	2
20	17	16	20 SMO, Evelyn Brothers, Warner Bros. 5163.	4
21	20	11	YOU TALK TOO MUCH, Joe Jones, Roulette 4304.	6
22	27	29	DEVIL OR ANGEL, Bobby Von, Liberty 55270.	3
23	13	8	THREE NIGHTS A WEEK, Felo Danton, Imperial 5687.	5
24	16	22	TODAY I SING THE BLUES, Arlene Franklin, Columbia 41793.	3
25	15	10	SLEEP, Little Willie John, King 5394.	5
26	22	24	NUSH NUSH, Jimmy Reed, Van Jay 357.	3
27	—	15	TONIGHT'S THE NIGHT, Shirley, Scorpian 1208.	4
28	—	—	IRRESISTIBLE YOU, Bobby Peterson, V-Tone 214.	3
29	—	—	LOVE WALKER IN, Dixie Washington, Mercury 71696.	1
30	25	28	LAST OF THE BIG TIME SPEEDERS, Corbair & Biscuit, Mink 102.	3

SPOTLIGHT WINNER!
Frankie Ford
"MY SOUTHERN BELLE"
b/w
"THE GROOM"
15706
IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

JAMES BROWN
HIS NEWEST RELEASE
very slowly
THE BELLS
And I Do Just What I Want
440
KING Records, Inc.
1540 Brewster Ave., Cincinnati, Ohio

IT'S A HIT!
NAPPY BROWN
"THE HOLE I'M IN"
Savoy 3192 b/w
"NOBODY CAN SAY"
SAVOY RECORDS
NEW YORK 17, N. Y.

Ann Cole
"IN THE CHAPEL"
K 12954
MGM Records

• Best Selling Sheet Music in U. S.

Times are ranked in order of their current national selling importance at the sheet music jobber level.

This Week	Last Week	Chart
1. THEME FROM THE APARTMENT (Mills)	1	16
2. IT'S NOW OR NEVER (Gladys)	2	13
3. IN MY LITTLE CORNER OF THE WORLD (Shapiro-Berstein)	4	13
4. MR. CUSTER (Bamboo)	6	27
5. MISTY (Octave)	3	6
6. ONLY THE LONELY (Acuff-Rose)	9	11
7. CLIMB EV'RY MOUNTAIN (Williamson)	10	39
8. MY HEART HAS A MIND OF ITS OWN (Aldon) ..	11	4
9. DO-RE-MI (Williamson)	12	39
10. NEVER ON SUNDAY (Esterne-Sidmore) ..	5	1
11. MR. RUSKY (Seenthie)	8	29
12. TISY HITSY TENGIE WENIE YELLOW (Pencus) ..	7	17
13. CHAIN GANG (Kags)	13	2
14. KEY TO LOVE (Mills)	5	4
15. THEME FROM A SUMMER PLACE (Witmark) ..	15	39

material with style over memorable backing by the Benny Carter group. Balled could get a lot of spins. (Warner Bros., BMI) (2:17)

*** **First Thru First** — Happy tune from the current Broadway musical "Ten" which is handled in a bright, energetic manner from the through over swinging spirit. Two potent sides. (Columbia, BMI) (2:17)

THE DING-A-LINGS

*** **First Mince** (of Scotland Yard)—CAPTAIN, 446-7—The Ding-A-Ling comes with a snappy melody of a rocker about a Scotland Yard detective, who catches criminals in a variety of rather ordinary means. Cute. (Little Darlin', BMI) (2:17)

*** **Old Jane** — This is another in the "Old Guy" tradition, but this time it's about a cat named "Old Jane." Who is rather sloppy about his extra inches and his clothes. Could get action. (Little Darlin', BMI) (2:16)

BILL DOUGETT

*** **Afternoon Jump** — KING 549 — A new, relaxed rhythm tune based on a waltz riff. Features the organ and tenor sax sound. Good dance side. (Bluebird, BMI) (2:47)

*** **Slide!** — A good, pounding rhythm is beaten out by the drums with harmony axes and guitar taking the lead. Also features a nice dance side. (Lark, BMI) (2:33)

BARBARA LANTZ

*** **Tell Boy** — PHILTON 1101 — Miss Lantz offers a soft ballad of devotion. She sings it straight here with little rock influence. A memorable effort. (Savannah, ASCAP) (2:47)

*** **Whining Bird** — Miss Lantz is far from here, a rockabilly type. The gal has a lot of spirit on this up-tempo, rock-influenced song. (Savannah, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

VICTOR JAVNIETS-DON MEEHAN
*** **Don Meehan** — 4208 — Another topical satirical song. Features the organ and tenor sax sound. Good dance side. (Bluebird, BMI) (2:33)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

*** **Barren** — Happy melody is sold with the group on this bright side. (Pittsburgh, ASCAP) (2:30)

MAXINE BROWN
*** **All in My Mind** — NORMAN 103 — Balled is sung in strong style by Max Brown with rhythm and romance backing. Side gets a good feeling and could see some action. (Figue, BMI) (2:15)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

*** **My Saturday Date** — A rhythmic side. Volleys do not deter from the bouncy effect. (Myers, ASCAP) (2:21)

TEDDY HARPER
*** **Bright as an Arrow** — SIGNET 500 — Attractive vocalizing by Harper on a catchy ballad with sweet backing. (Thunderbolt, ASCAP) (2:06)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

*** **Waltz Boy of Bambi** — Exotic theme in a luscious dramatic rendition by Harper. (Music, ASCAP) (2:44)

DICK AND JACK
*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

*** **Scatterbrain** — PROFILE 4014 — The sides done instrumentally. Harp carry the melody. Side is a scintillating one, and drops a jazz feeling. (Icon, ASCAP) (1:50)

★ ★ MODERATE SALES POTENTIAL

EDDIE FOSTER AND THE BLAZERS
*** **Goodie** — LUCK 164 — Chatter gets this bluesy effort with spirit. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

*** **Our More Chance** — The singers sell the pleasant ballad nicely. (Shoe, BMI) (2:39)

A
2-Sided
Smash!

"GEE
WHIZ"

and
"OVER
AND
OVER"

by
Bobby
DAY

#136
#27 On Radio Station
KEWB charts—

San Francisco—After
10 Days of Play!

6367 Selma Ave.
Los Angeles 28, Calif.
Hollywood 4-6124



Indezvous records

Indezvous records

Indezvous records

Indezvous records

Indezvous records

Indezvous records

Indezvous records

COMING DEC. 12

this is it!

this is



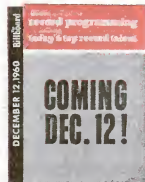
**THE
BIG
ONE
FOR
1960**

this is



The Billboard's
Famous
**YEAR-END
PROGRAMMING
& TALENT
ISSUE**

featuring...



Billboard's
Big Annual
**DISK JOCKEY
POLL
RESULTS**

plus other important programming and talent buying features, including
the famous quarterly biographies and record data service,

TODAY'S TOP RECORD TALENT.

• Reviews of New Pop Records

Continued from page 51

—The boys get in the holiday spirit with this quick-sneaking happy country tune. The boys tell the story of happy happenings during Christmas. (Parade, BMI) (2:50)

★ ★ ★ **Holiday Party—Bright, happy instrumental** in an uptempo that shows off the fiery guitar and banjo playing of the boys and the Chuck Morrison boys who accompany. (Starkey, BMI) (2:45)

MARTY COLLINS
★ ★ ★ **The Almost Awake—AMONGST 6000** —Collins sings this waltz ballad in a good clear voice. Lyrics tell the story of a good clear voice that has gone to sleep but will return. Backing features strong guitar. (MGM, BMI) (3:30)

★ ★ ★ **The Battle of the Angels—Gladys** sings this song written by Collins. She portrays the battle sung by David Crockett and the others at the Alamo. The Frontier Trio does a strong job of backing. (Decca, BMI) (2:50)

BENNY BARNES
★ ★ ★ **You're Still On My Mind—BERRY LUVY 7171** —This medium-tempo song sung well by Barnes tells the story of a lost love. Standard country accompaniment in excellent. (Glad, BMI) (2:50)

★ ★ ★ **I Think I'll Take a Walk and Dance—Linda** sings a melody similar to "I Don't Believe You Love Me Anymore." Barnes sings this medium-tempo song with his intriguing piano playing for a country-orientated tune. (Big Popper-Glad, BMI) (2:38)

GOLDIE MILL
★ ★ ★ **Yours Love Came Into My Heart—DECCA 31172-A** —A sprightly duet with a popish flavor is sung with style by the two ever sunny singers. A bright side by the choruses. (Cedarwood, BMI) (2:52)

★ ★ ★ **Baby Blue—Gladys** tells this soulful waltz with much heart over a waltz. Gladys' pop-voiced singing. The track leads to the kind of performance that can help it sell to her fans. (Famper, BMI) (2:50)

JIM EAKER
★ ★ ★ **Christmas Day—STARKEY 414** —This medium-tempo, light-hearted tune about the day "Christmas Day" was born.

CONCORD GREAT NEW NOVELTY HIT
JUMPIN' JUNGLE b/w
MOODY
by THE ROMANCERS
PALETTE RECORDS, 1733 Hwy. N.Y., N.Y.

ONCE A PROMISE

UNITED ARTISTS
ULTRA AUDIO
NOW FULFILLED

EVERYTIME
b/w
OH HOW I MISS YOU TONIGHT
BOB CREWE

Warwick M401
Distributed by
United Telefilm Records, Inc.

United Telefilm, Ltd.
101 Seventh Ave., New York 36
701 Seventh Ave., New York 36
701 Seventh Ave., New York 36

Record Producing & Pressing
We produce, promote and press up
to 500,000 records a year for
major labels and independent
labels. We are the
Paramount Trust.

SIMNEY J. WAREFIELD
17323 N. Black Canyon Hwy., Phoenix, Ariz.
For Fast Service Dial Phoenix 31-5557

as a present. Singing is good. (Starkey, BMI) (2:52)

★ ★ ★ **It Won't Rain Like Christmas—Weeper** sings merrily with a few lines of the story of a Christmas without the girl he still loves. (Starkey, BMI) (2:52)

JOHNNY AND GERALD
★ ★ ★ **Christmas—EXPRESS 601**—The two boys sing of how they caught a leech from a girl's love. Extracting this also gets country country musical accompaniment. (Express-Clearance, BMI) (2:50)

★ ★ ★ **Look for Me—Lyle** on this fast tempo duet with country country accompaniment. (Express-Clearance, BMI) (2:50)

MARTY WYTE
★ ★ ★ **The Halo Song—REVUE 1**—New label song with a ballad that tells of the fortunes of a traveling home boy with a slightly country oriented style. (Silver Star-Peer, BMI) (2:51)

★ ★ ★ **Goodies of the Mardi Gras—A hit** out of the Mardi Gras. The song has a good voice, in a rocking middle tempo that is a rocking middle tempo. (Silver Star-Peer, BMI) (2:51)

JACK BENO
★ ★ ★ **Don't Draw—EUREKA 601**—Beno, who says "Mardi Gras" in the middle tempo tune, says why they have a broken heart. Guitars and rhythm accompany. (Eureka, BMI) (2:52)

★ ★ ★ **The Moon Went Tilt—Selling** gives the best feature of this up-tempo tune. (Lone, BMI) (2:52)

★ ★ ★ **Delmore Brothers**
★ ★ ★ **Afterthoughts Among the Good—KING 5421**—The traditional is offered from deep in the King tunes by the well-known country act. Pleasant reading but it doesn't have the modern touch. (2:50)

★ ★ ★ **Let Your Countenance Be Your Guide—A hit** out of a broken love. The boys lead a lullaby-like changing job in the old school style. (Lone, BMI) (2:52)

RHAROLD ANDREWS
★ ★ ★ **I Can't Go On—VALLEY 100**—Andrews, who says "Mardi Gras" in the country version. (McClelland Enterprises, BMI)

★ ★ ★ **I'll Have the Blues From Now On—Singer** sings this medium-tempo tune. (McClelland Enterprises, BMI)

OT STEPHENS
★ ★ ★ **The Victim of a Holiday Woe—PEACH 745**—Shocking story here sets of the death of a sweetheart in an auto crash during a holiday weekend. Stephens sings and talks the lyric and words with a good voice. (Peach, BMI) (2:52)

★ ★ ★ **Way Down Everything Go Wrong!—The story** of the lower is told again in a middle tempo. (Lone, BMI) (2:52)

Christmas
★ ★ ★

RUBY WRIGHT
★ ★ ★ **The Victim of a Holiday Woe—PEACH 745**—Shocking story here sets of the death of a sweetheart in an auto crash during a holiday weekend. Stephens sings and talks the lyric and words with a good voice. (Peach, BMI) (2:52)

★ ★ ★ **Way Down Everything Go Wrong!—The story** of the lower is told again in a middle tempo. (Lone, BMI) (2:52)

Christmas
★ ★ ★

RUBY WRIGHT
★ ★ ★ **The Victim of a Holiday Woe—PEACH 745**—Shocking story here sets of the death of a sweetheart in an auto crash during a holiday weekend. Stephens sings and talks the lyric and words with a good voice. (Peach, BMI) (2:52)

★ ★ ★ **Way Down Everything Go Wrong!—The story** of the lower is told again in a middle tempo. (Lone, BMI) (2:52)

Christmas
★ ★ ★

RUBY WRIGHT
★ ★ ★ **The Victim of a Holiday Woe—PEACH 745**—Shocking story here sets of the death of a sweetheart in an auto crash during a holiday weekend. Stephens sings and talks the lyric and words with a good voice. (Peach, BMI) (2:52)

★ ★ ★ **Way Down Everything Go Wrong!—The story** of the lower is told again in a middle tempo. (Lone, BMI) (2:52)

Christmas
★ ★ ★

RUBY WRIGHT
★ ★ ★ **The Victim of a Holiday Woe—PEACH 745**—Shocking story here sets of the death of a sweetheart in an auto crash during a holiday weekend. Stephens sings and talks the lyric and words with a good voice. (Peach, BMI) (2:52)

★ ★ ★ **Way Down Everything Go Wrong!—The story** of the lower is told again in a middle tempo. (Lone, BMI) (2:52)

Christmas
★ ★ ★

RUBY WRIGHT
★ ★ ★ **The Victim of a Holiday Woe—PEACH 745**—Shocking story here sets of the death of a sweetheart in an auto crash during a holiday weekend. Stephens sings and talks the lyric and words with a good voice. (Peach, BMI) (2:52)

★ ★ ★ **Way Down Everything Go Wrong!—The story** of the lower is told again in a middle tempo. (Lone, BMI) (2:52)

Christmas
★ ★ ★

RUBY WRIGHT
★ ★ ★ **The Victim of a Holiday Woe—PEACH 745**—Shocking story here sets of the death of a sweetheart in an auto crash during a holiday weekend. Stephens sings and talks the lyric and words with a good voice. (Peach, BMI) (2:52)

★ ★ ★ **Way Down Everything Go Wrong!—The story** of the lower is told again in a middle tempo. (Lone, BMI) (2:52)

Christmas
★ ★ ★

turn out a brace of the Christmas anthems — "I Got a Glee for Christmas," "I Want a Hippopotamus for Christmas," etc. There are five tunes in all. Designed to please the juvenile fans of these TV anthems.

THE GOLDEN SANDPERS
★ ★ ★ **Christmas Songs for All (Parts 1 & 2)—GOLDEN 431** —Bette Stevens sings with the chorus on a group of pleasant Christmas songs. It is a collection of the traditional "12 Days of Christmas," "The First Noel," "We Wish You a Merry Christmas," "Silent Night," and "Little Drummer Boy." The album also available on new Golden singles. The pairing of four tunes carries the EP tag of 40 cents.

THE GOLDEN CROOKS AND ORCHES-
★ ★ ★ **The Twelve Days of Christmas (Parts 1 & 2)—GOLDEN 431** —The Golden Crooks and Orchestras are traditional with its many repeating verses. Color cover of the album attracts buyers. Good value for the 29-cent price.

THE THREE STOOGES
★ ★ ★ **Wreck the Halls with Songs of Holly—GOLDEN 432** —The wild characters of TV smash on one of their funniest musical sequences. It's a special review of the traditional carol. Kidding fun with a bang.

★ ★ ★ **Shake Best** —The boys again apply their remarkable technique to this familiar holiday song. For the younger kiddies.

★ ★ ★ **Stella Stevens and the Golden Orchestra**
★ ★ ★ **Little Drummer Boy—GOLDEN 433** —The hit of the Christmas season, revived by Miss Stevens with rolling drums and hand in the best of the best. This set does more in the 29-cent tag.

★ ★ ★ **Miss Stevens' Christmas Carol** —A simple, sweet Christmas with a message by Miss Stevens.

THE GOLDEN SANDPERS
★ ★ ★ **Water Wonderful—GOLDEN 434** —A mixed chorus in heart of the traditional spirit of the old. Jimmie Can't be the Sandpiper can provide the backing.

★ ★ ★ **Mr. Snow** —A sprightly song about the Christmas spirit of winter's snow. The mixed chorus is in a suitable style.

Jazz
★ ★ ★

THE JAZZETT
★ ★ ★ **The Cool Duo—ARGO 517** —The Art Farmer —Benny Golson, group with the leaders of trumpet and tenor sax playing along with a good jazz accompaniment. (Argo, ASCAP) (2:50)

★ ★ ★ **Five Spot After Dark—The tempo** is the best on this side and the improvisation brings plenty after a busy tune. Although both sides are instrumental for the "Jazz," sides should catch your ears. (Argo, ASCAP) (2:45)

Rhythm & Blues
★ ★ ★

DONALD HEIGHT
★ ★ ★ **How Lonely Can You Be—KING 5408**—Donald Height handles the down home blues with feeling over pounding support. Good instrumental. (King, BMI) (2:50)

★ ★ ★ **I've Been Cryin'—A weeper** blues receives a strong performance from Height and the backing of a few blues. (King, BMI) (2:50)

THE MASTERS
★ ★ ★ **Ebene—EMMY 1006**—Rolling middle tempo with instrumental features guitar in a rocking groove out front. (Emmy, BMI) (2:52)

★ ★ ★ **Sammy Blue—Electric organ** and amplified guitar take over the spotlight here. There is a slow blues in the traditional form. (Columbia, BMI) (2:51)

ROY LITTLE
★ ★ ★ **Let Me Go Home, Baby—CER 717**—An old tune is done up in good blues style against a good City beat by Little. Few choruses makes. (Aldo, BMI) (2:51)

★ ★ ★ **Harry Ruby, Please Come Home—A good** middle tempo with Little's cheerful voice against a few choruses. The title is also the chorus has a touch. (Glad, BMI) (2:51)

ARTHUR GUNTER
★ ★ ★ **Mid Year One Business, Baby—EX 6520**—A middle tempo blues with a good groove, Gunter leads it as easy blues. (Ex, BMI) (2:51)

★ ★ ★ **Little Blue Jesus Woman—A Southern** styled blues with a Kansas City type beat, but questionable in spots for air play. (Ex, BMI) (2:51)

TRUZELLA MCCLAIN
★ ★ ★ **I'm Tired Myself to Get Home in a Few Days—FEDERAL 1158** —Truzella

Pearce Heads

Continued from page 2

concepts. These have been put into practice in other areas, thus benefiting the label's sales and distribution structure as a whole. From this market alone, Victor moved from a low third position to No. 1 during the two-year period. Jenkins ran his experiment. Two years ago Capitol was first in the area, headquarters base for the Coast major. Victor was able to spend Capitol, more to the top spot. During the past year, Columbia has sharpened its competitive edge, and today, Victor and Columbia are tied in first place here.

Prior to his promotion, Pearce was a salesman here, reporting to Branch Sales Manager Bob Krueger, who in turn reported to Jenkins. Krueger, who accompanied Jenkins to the Coast two years ago, will remain here as fieldman, covering Southern California and Hawaii. He will report to RCA Victor's national field sales manager, S. O. (Sally) Perugi, based in New York, who in turn reports to Jack Burgess. Helen Weigand will remain in promotion for the branch, a post she's held for the past two years.

McClain comes then with a strong vocal performance here in the traditional style of the Beach, on this preening approach. The last an outstanding one. (Lone, BMI) (2:45)

REVELATION BAPTIST CHURCH
★ ★ ★ **Good Good—The choir** sings in a relaxed fashion, joining their voices in good harmony. (Lone, BMI) (2:52)

Latin American
★ ★ ★

THE LA PLATA SEXTETTE
★ ★ ★ **Mouthful Sounded—SEECO 608** —The old. Gino Miles theme gets a fine feeling. Mouthful Sounded is a good solo guitar taking most of the lead and strumming in triplets. Stronger a punchy background. (Jubilee, ASCAP) (2:51)

★ ★ ★ **Loves You Much, You Much** —Slow blues-chorus gets a strong play from the group. Both sides are from the LP. (Sings as the Raleigh Hotel). (Lone, ASCAP) (2:50)

Hot Music!
★ ★ ★

"JAGUAR & THUNDERBOLT"
★ ★ ★ **Chase 1757**
★ ★ ★ **CRICK BERRY**
★ ★ ★ **"A MAN CAN QUIT"**
★ ★ ★ **FREDDIE FENDER**
★ ★ ★ **"I NEED A CHANGE"**
★ ★ ★ **the MIRACLES**
★ ★ ★ **"WHO?" b/w "LINDA"**
★ ★ ★ **DALE HAWKINS**

2120 S. Michigan, Chicago 16

BOB HILLER
★ ★ ★ **PHIL'S FLYING RECORD DISTRIBUTOR**
★ ★ ★ **"TATTOO RECORD OF THE WEEK"**
★ ★ ★ **APACHE RECORDS**

"IF YOU GO NOW" and "TOM DULEY ROCK"
★ ★ ★ **by CLINTON BROOKS**
★ ★ ★ **Apache Record #1828**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

CLINTON BROOKS
★ ★ ★ **CLINTON BROOKS**
★ ★ ★ **CLINTON BROOKS**

'Facade' Sets

Continued from page 2

plant was aware of the purpose of its own individual project. Available in monaural only, the two "facade" LPs will retail at \$5.98, and will be available only as a special package. ABC-Paramount marketed an equally elaborate, specially priced package by Paul Anka this summer, featuring a wired, framed photo of Anka which could be used as a bed lamp. However, the Anka LP was also made available in a regular sleeve at \$3.98.

LAST DATE

THE NASHVILLE SOUND
THE NATION'S SENSATION
FLOYD CRAMER'S

NCA Victor 47/7775

SWAY
b/w
GROOVY TONIGHT
BOBBY RYDELL

#182
RECORDS
1405 Locust St., Philadelphia, Pa.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

RECORDING—PROCESSING
PRESSING
QUANTITY PRICES 300 UP
KAY BANK RECORDING CO.
2541 Nicollet, Minneapolis, Minn.

amusement
parks

auditoriums

Show News

merchandise

traveling
shows

arenas carnivals circuses

fairs talent stadiums

NOVEMBER 7, 1960

Communications to 188 W. Randolph St., Chicago 1, Ill.

SHOW NEWS

55

La. State Tops 1959 Gate With \$76,059

Attendance Up Despite Rain, Cold; Receipts Well Ahead of Last Year

SHREVEPORT, La.—Altho the Louisiana State Fair was hit by rain and some cold weather, it wound up its 10-day run here Sun-

day (30) with increased attendance and sharply higher receipts.

Total patronage for the run was \$76,059, compared with \$73,521 at last year's fair. Best of all, however, was the sharply increased revenue, from all sources, Joe Mon-

signor, manager, disclosed. From early estimates he figured that the profit- and loss statement would probably be better than '59 altho expenses also were up.

The Gene Autry and Anita Bryant show did well in the Coliseum and reaped much publicity for the fair. Auto races, the fore-

part of the run, were operated by Frank Winkley and matched 1959 grosses. Theatre-Duffield fireworks, with aerial pieces only, were fired nightly from the track infield.

Royal American Shows closed its season here with 14th and show receipts that were also ahead of last year.

Monsignor also reported that fair revenue from concessions, commercial space and outdoor exhibit space topped any recent year.

Al Sweeney Race Grosses Top '59 Pace

TAMPA—National Speedway, Inc., closed the 1960 season at the Alabama State Fair with a slight increase in gross receipts over the previous year for a 69-date state. Three events were lost to rain.

Those receipts were up slightly over last year, the net is down due to increased costs of paid drivers and purse money over that paid in 1959, according to President Al Sweeney, who returned here to his winter home.

Midget auto races, added to the NS circuit for the first time at the Missouri State Fair, will be increased as will the number of night auto races.

Off to a slow start, due to wet weather and unfavorable economic conditions at spring still dates, business bounced back at the fair dates starting in August and from then on was very satisfactory when good weather prevailed. Dates were lost to rain at Des Moines, Algona, Ia. and Huron, S. D., Sweeney reported.

The signing of the first 1961 State Fair contract was announced when J. C. Huskinson, manager of the Florida State Fair here, inked an agreement calling for four days of speedway-type auto races, under sanction of the International Motor Contest Association, with National Speedway, Inc. Dates are February 8-11-15-18.

Rodeo Cowboys Name Allen

DENVER — The Rodeo Cowboys Association has named Rex Allen arena director of its National Finals Roping Contest to be held November 19-20 in Scottsdale.

MADISON SQUARE GARDEN PLANS HUGE NEW ARENA

NEW YORK — A new Madison Square Garden is projected for this city, costing \$38,000,000 and offering a mid-town concentration of sports facilities to replace the old, 14,500-seat arena on 49th Street. Announcement was made by the current Garden owners, who have three sites in mind, all of them in the mid-town West Side area.

The tremendous project will have a 25,000-seat sports arena, two smaller arenas, 2,500-seat auditorium, outdoor and indoor swimming pools, bowling alleys, ice rink and underground garage for 3,000 cars. It is expected to be in operation prior to the 1964 World's Fair.

The sports center is designed by Charles Luckman Associates. The New York Sports and Entertainment Center is a subsidiary of Graham-Paige Corporation, which owns historic Madison Square Garden. Among the new corporation's directors are Adam J. Bergen, chairman, and Irving Felt, president, of Graham-Paige, and Ned Irish, of the Garden. No event plan for the present Garden, 35 years old, was announced.

Charleston's Exchange Fair Beats Record

New Site Used; Steel Bldg. & Free Acts Click

CHARLESTON, S. C.—Everything was working together for the Coastal Carolina Fair as it completed a new fairground, new construction and big midway. For the three days including Wednesday (2) the event had outgrossed the record season it enjoyed in 1958.

Forty-two acres were taken under a long-term lease, reportedly 10 years, on Dorchester Road in North Charleston. The sponsoring Exchange Club erected a new 100-ft. steel building, 300 by 72 feet, which was filled with commercial exhibits. Animals were shown under canvas.

Robert Scarborough, manager, said this year's experience would undoubtedly result in a cattle barn being built in 1961, in addition to a grandstand for talent shows. Free acts were offered this time, notably the flagpole sitter Dixie Blandy, Ivan Rocket's human cannonball act, and a Marine championship judo team from Paris Island.

Front gate admission was raised from 50 cents to 75, and kids aged 6-12 were admitted for a quarter. Ten extra seats will be added for parking next year. Scarborough noted. There is also a plot being negotiated to be made into a 45-acre trailer park for show people.

Singer Booked

VANCOUVER, B. C. — Singer Jimmy Rogers will be paid \$2,500 for a 50-minute appearance at the Grey Cup pageant and dance at the Pacific National Exhibition Show-mart building on November 25.

PHIL SHEPHERD ELECTED WFA PRESIDENT

ANAHEIM, Calif. — Phil D. Shepherd, general manager of the Los Angeles County Fair, Pomona, was elected president of the Western Fair Association at its 38th annual convention which closed last Thursday (3). He succeeds Tully Scott, secretary — manager of the Plumas County Fair, Quincy, Calif.

Shepherd, who was vice-president last year, was succeeded in that post by Roy Welch, secretary — manager of Yuba-Sutter Fair in Yuba, Calif.

Erna Mullen, a member of the WFA staff, was named secretary succeeding Rose Links, who retires January 1 after almost 35 years with the association. She will remain on the job until March. She started in the fair industry as the secretary of the late Charles Paine, who was manager of the California State Fair for a number of years.

At the luncheon on Wednesday (2), she was honored for her long and loyal service by Western Fairs.

Western Fairs Assn. 38th Convention Attended by 600

Willard Masterson, Douglas Baldwin, Jimmy Stewart Are Guests Speakers

By SAM ABBOTT

ANAHEIM, Calif. — Nearly 600 people sought to iron out problems at the 38th annual Western Fairs Association convention which ended its four-day session at the Disneyland Hotel here Thursday (3).

The various panels and speakers were assembled by Louis S. Merrill, general manager of the association.

Opening on Monday (31), the day was given over to registration throughout the day, while the directors' meeting was held in the forenoon and committees huddled for particular discussions in the afternoon.

The Tuesday session got under way at 8 a.m. when Willard M. Masterson, manager of the Wisconsin State Fair and president of International Association of Fairs & Expositions, and John E. Carr, director of finance, State of California, addressed the fair directors' breakfast meeting. Coinciding with this event were breakfast meetings addressed by Phil D.

Shepherd, general manager of the Los Angeles County Fair, on exhibits and concessions; Harrison Cutler, California State Fair, horse shows; Virgil Jackson, industrial superintendent, Los Angeles County Fair, physical fitness program; Malcolm Hammill, auto racing; Roy Robertson, manager, San Bernardino County Fair, area meetings, and Bates Bowers, livestock activities.

Exhibit design and theme planning and rodeos were discussed in the forenoon by Ed Clendennen, Santa Barbara County Fair, and Stuart Wate, Yolo County Fair, in the forenoon. State Sen. Edwin J. Regan of the legislative committee on fairs allocation and classification, was the luncheon speaker.

A Tuesday afternoon feature was the discussion on fair publicity and advertising, headed by Bill Arbello, Fresno publicity director. Other discussions included programs, fairground interim use, horse shows, and a special, open only to women, on fairs allocation and classification. (Continued on page 67)

ONE-SIDED DEBATE

Anti-Midway Saps Thrown by Moses

NEW YORK — Is a professional amusement zone necessary to the success of a world's fair? With every utterance on amusements, Robert Moses casts more doubt on the existence of such an area at the 1964-'65 event scheduled for Flushing Meadows.

Moses has consistently related outdoor fun with Coney Island's less modern features. In his more outspoken moments he indicates that enough free fun will be available for patrons at various industrial and international exhibits, to eliminate the need for any kind of midway.

As for encouragement to dyed-in-the-wool outdoor showmen, the fair thus far offers none. "We are constantly told by newsmen," Moses says, "that we must cut primarily to those looking for relief from invention, geography, culture, education, the fine and other arts; that is, to those who demand crude, earthy fun spiced with vulgarity. . . . The situation can be found off Times Square and the strip teasers and dove women of yore exploit the attractions. . . . our appeal must be somewhere below the Adam's apple."

He remarks, such as those delivered to the Public Relations Society of America and the American Association of Religion Associations, constitute a vigorous barrage against outdoor showmen. The public debate he has been nothing if not one-sided. He makes numerous allegations to the chapeaus of

outdoor amusements and discounts the likelihood of conventional elements being employed.

"A cool reappraisal indicates that amusement in the Coney Island sense need not be concentrated in one place, and put in the hands of those who have to make money on the spot by way of entrance charges."

"What was there in the area at the 1964 fair, except the Aqueduct?" (Continued on page 67)

MEMPHIS FAIR SIGNS MOSS GAMES THRU '64

MEMPHIS — The Mid-South Fair last week awarded an exclusive games contract to Chuck Moss of Dallas to operate all such concessions thru the 1964 fair. G. W. (Bill) Wynne, fair manager, announced.

The previous contract with Moss extended thru 1961. The new one now includes fairs thru 1964.

Wynne also announced a new concessions warehouse will be built on the grounds in time for the '61 fair. Architects are already drawing up plans for 4,800 square feet of floor space. The building will be of metal and concrete construction and is part of the long-range plant rebuilding program.

New Fair Succeeds Outside Charlotte

65,000 Paid; World of Mirth Scores; Event Eyes Warmer Week Next Season

CHARLOTTE, N. C. — First edition of the New Mecklenburg Fair is termed an unqualified success by its promoters. Cited were the favorable reports including paid attendance, total revenue, weather, and general public acceptance. The fair is situated north of Charlotte.

Weather was fair during the tail-end of the week, after two days of bitter cold. Children were admitted free every day last adult paid 75 cents plus a 50-cent parking fee. About 65,000 paid, and the 12,000 passes plus ticket admissions indicated an attendance count of 100,000, according to Roy C. McCarter, general manager.

World of Mirth Shows had a creditable week, the midway. It had an option for 1961 included in its contract, and the only serious element appeared in the determination of the dates. The fair has set the week of September 25 for next year. This time it ran October 24-29 but the directors voted against taking the risk of running headlong into cold in 1961.

The huge tent, 960 by 60 feet,

was filled with exhibitors, there being 164 commercial and industrial displays in all. Several were turned away for lack of space and 60 per cent of the space was reserved for next year. Major units were the Atomic Energy Commission with 4,500 square feet, and Chrysler Motor Company, 5,000 feet. Chevrolet imported a huge display turntable from Detroit on four semis and moved it to Colorado after the fair.

The association handled over \$75,000 and paid out \$9,000 in premiums and scholarships. McCarter said, "We didn't lose anything. We're in the black." The money included exhibit space (\$14,000), admissions and midway income.

Walkways in the big exhibit tent were paved. The midway was gravelled. A hippodrome was constructed for band concerts and presentations of free acts arranged through Harry Clarke and Richmond Fox. Appearing were Captain MacDonald, high diver; Mabel Carney, dog and pony circus; the Flugs, high divers; Christensen, riding act, and Lou Meyers, emcee.

Fifteen of the county's 18 home demonstration clubs participated. About \$250,000 in merchandise was sold with orders and leads for many more. Advertising and publicity was carried in all major Boston papers and in 420 weeklies in the New England area as well as radio and television spots, special programs and commercial spots. More than 200 foreign cars and American compacts were shown by 42 firms. Next year's show has been set for October 18-22. Sherman said, "A similar show in Miami next month."

Stockholders went all out with their activities, McCarter said. A meeting will be held Tuesday (8) to elect a new president. Ben Douglas, president, was taken ill recently and agreed to continue as chairman of the board, instead.

Detroit Auto Show Claims Five Records

DETROIT — The 43d National Automobile Show, first to play the Motor City, closed after 10 days in the new Cobo Hall, with a total net attendance of 4,018,713, to set a series of at least five historic records.

The turnout represents an astounding 85 per cent of the total population of Detroit.

"I probably was the largest attendance for any single event in Detroit history. About the only comparable figure is the 825,989 record set by the Michigan State Fair this year."

It claimed a national record for shows sponsored by an industry, and an all-time top for the N.A.S. It was nearly 500 per cent of the old record attendance of 320,000 at the last show, held in the New York Coliseum in 1956.

It also claimed a world record for any automobile show, beating the record held by the International Auto Show in Paris.

Closing Sunday drew an attendance of 186,187—about 10 per cent of the record 216,589 set the preceding Sunday. Apparent reason for the decline was that about everybody in town had seen it by that time.

Tentative reservations for future National Auto Shows for about three years ahead have been made with the management of Cobo Hall.

SOUTH TEXAS FAR POSTS RECORD 309,281 COUNT

BEAUMONT, Tex.—The South Texas State Fair, which closed its annual 10-day run Saturday night (29), posted an attendance record of 309,281, fair officials announced Sunday. This beat the previous high of 276,000 set last year.

Altho rain Friday night and Saturday hampered activities and held down the number of patrons, Saturday afternoon and evening attendance totaled 41,113 to post the new mark. The Saturday total was about half of the 82,000 registered the first Saturday of the exposition.

Fred Tenholder, general chairman of the fair, said officials were more than pleased with the final day's turnout, especially in view of the bad weather.

BEATY-COLE REPEATS AT PALISADES

PALISADES, N. J. — The Beaty-Cole circus will again show at Palisades Amusement Park. Contracts have been signed by Irving Rosenthal for the park and Walter Karnan for the circus, bringing the show into Palisades to be tent April 14 thru May 9.

Boston Auto Annual Draws 87,700 Paid

BOSTON — Attendance climbed 5 per cent over last year at the fourth annual International Foreign and Sports Car Show which closed Sunday (23) after a two-day run at the Commonwealth Armory.

The tally, according to Manuel Sherman, the show's managing director, shows 87,756 paid admissions as against some 25,000 when the event was first staged four years ago. Besides this, there were some 10,000 press, exhibitor and miscellaneous tickets issued, Sherman said. Admission was 90 cents.

Exhibitors estimated roughly that about \$250,000 in merchandise was sold with orders and leads for many more. Advertising and publicity was carried in all major Boston papers and in 420 weeklies in the New England area as well as radio and television spots, special programs and commercial spots. More than 200 foreign cars and American compacts were shown by 42 firms. Next year's show has been set for October 18-22. Sherman said, "A similar show in Miami next month."

Shop Centers Auto Promotion Schemes

NEW YORK — More than 300 shopping centers were represented at the promotion conference of the International Council of Shopping Centers. First of its kind, it was held over two days at the Hotel Commodore and appeared headed for great success.

More than 250 persons attended discussions and clinics at which a wide range of promotional activities were covered. New York City organizations making presentations were Sports Illustrated, Ford, Chevrolet, and Mrs. America — all three of whose programs were geared at shopping centers.

Also gone over were one-shot promotions, circuses, carnivals, touring exhibits and other amusement-type activities. The bulk of those attending were promotion men, advertising agency people, chain store representatives and shopping center managers.

HUGHES HEADS NAAPPB PLAN ON PUBLICITY

CHICAGO — A panel discussion and round-table about promotion and publicity has been scheduled for the NAAPPB convention this month. Carl Hughes, of Kenneywood Park, Pittsburgh, will be the featured speaker. The event will replace a contest in promotion and publicity which was operated last year and which was scheduled for repeating this time.

Conventioners Plan Kiddieland Session

Insurance, Picnics, Parties, Themes Up for Consideration by Panelists

CHICAGO — Final plans for the Kiddieland business session of the National Association of Amusement Parks, Pools and Shows Convention, November 27-30, at the Sherman Hotel were announced last week by Ferd Clemen, of Peo Valley, Indiana, president, and program chairman for the Kiddieland division.

The Kiddieland sessions this year are the most extensive in the history of the NAAPPB, it was declared. They include expanded business and panel sessions plus breakfast and luncheon addresses.

First of the sessions will be a get acquainted breakfast at 8:30 Monday (28). Following breakfast, Robert Platt, NAAPPB president, and John Bowman, executive secretary, will deliver welcoming addresses. Also scheduled for the Kiddieland operators' morning business session is Jim McHugh, editor of Funspot and show news editor of The Billboard, who will talk about his impressions as a new reporter during the past summer park season. One of the newest outdoor sensations, karting, will be the subject of a discussion by U. S. Karting Association executive director, Don Williams. Following the karting meeting, the Kiddieland operators will join the NAAPPB executive business session.

Monday afternoon the Kiddieland group resumes with talks on trampolining and coin vending aspects. Monday evening's meetings include a discussion on school policies, led by Ted Krue, president of Enchantments Forest, Chester, Ind. Sam Borenstein, Kansas City Kiddieland operator, will wind up Monday's session with a group discussion on birthday parties.

At 10 a.m. Tuesday, following coffee and rolls, a discussion on themes and innovations will be first on the day's agenda. "Imagining" will be the title of the opening speech to be given by Joseph Fowler, vice-president of

Disneyland and NAAPPB board member.

Tuesday's meetings will include talks on liability insurance. Four important points to be covered are why liability rates have risen sharply; how rates are established; reasons for rate differentials in various parks and claim prevention. Moderator will be Maynard Rutter, publisher of Funspot. John Logan Campbell, NAAPPB insurance counselor, will lead the panel discussion. Other insurance brokers on the panel will include John Naughton, Providence, R. I.; Fred Laurence, Chicago; Clem Schmitz, New York, and Albert P. Lenz, St. Petersburg, Fla. Tuesday's session will end with a luncheon buffet.

First of the final day's business for the panel will include a meeting to be a problem solving clinic moderated by Ferd Clemen. Included in the discussion will be shopping centers, parks, shows, and a general swap-shop meeting covering all Kiddieland operations will wind this session. The closing high point of the convention is a final Kiddieland meeting will be a discussion led by John O'Brien, Fun Fair Kiddie Park, Skokie, Ill., on how to get small Business Administration loans. Assisting him will be representatives of Chicago's Small Business Association.

Punk Hill Inks El Paso Park Pact

EL PASO, Tex.—H. P. (Punk) Hill, owner-manager of Hill's Greater Shows, has been awarded a two-year contract to operate amusements at Washington Park here. The pact carries a renewal option for an additional five years. Hill, who succeeds Adolph Obadal in the operation, offered the city 12 per cent of gross receipts in return for the contract.

San Antonio Argues Park Zoning Rules

SAN ANTONIO — The San Antonio Real Estate Board will protest a proposed ordinance which would grant temporary permits for commercial amusement parks for any zones in the city. At present amusement parks are allowed only in "A" commercial zones.

The board's opinion is that the ordinance should exclude residential, apartment and office zones and permit the parks in local retail and all lower zoning classifications.

Mickey McDowell Joins C. R. Frank As Gen. Manager

ST. LOUIS — W. A. (Mickey) McDowell has been named general manager of C. R. Frank National Supply Company here. Stu Tomber, first president, announced the move.

McDowell comes to the firm after leaving the Pepsi-Cola Company. He was previously district manager of the Chicago region. Earlier, he had been associated with Coca-Cola in a similar capacity and was in charge of the sales and soft drink business for some 20 years.

Carson-Barnes Switches To Promotion, Expands

HUGO, Okla.—Carson & Barnes Circus is switching to promotion type of operation and will enlarge its layout of equipment for a tour under auspices next season.

Co-Owner-Manager Jack Moore, touring promoter and promoter, and Harry Anderson, of Enquirer Show Print, conferred recently about details of the show's new plans. Winters, now at his Austin, Tex., home, soon will start contracting the new route.

Moore plans to replace all

trucks with new units. The canvas spread is to be larger, it is reported. More animals are contemplated. The circus recently revealed a gimmick by which a new grandstand will be built. The circus also is being asked to sponsor a chair race.

During the season just ended, the Carson-Barnes show featured Col. Tim McCoy. It added during the tour a number of show-owned acts. The new lineup includes a pig and back, four mannequins, a bear act, six-horse Liberty turn and a pair of pony drills.

FAIR-EXHIBITION MANAGEMENT

Saskatoon Exhibition Racks Up \$104,000 Net

SASKATOON, Sask.—Saskatoon's six-day summer fair showed a profit of \$104,000, down \$27,000 from the record established in 1959, directors were informed at a recent meeting. The outcome was regarded as "a pretty good showing." Total revenue was \$422,358, with expenditures \$318,055.

The Saskatoon Exhibition now has total assets of \$2,213,772, including \$300,000 in bonds and other investments.

This year's surplus, as well as the \$131,000 profit in 1959, plus an additional \$60,000 were required to build a sheep and swine barn and curving rink on the grounds. The estimated profits for the next two or three years will go toward further improvements.

Manager S. N. MacEachern suggested that accommodations be provided for 4-H Club members in one end of the Stadium. This could be done for \$75,000, which it would cost three times that amount to build a 4-H building on the grounds, he said.

Horse race wagering receipts this summer were far below last year, although afternoon attendance at the fair was up, it was reported. This was regarded as an indication that between-race rodeo events, instituted this year with increased prices at the grandstand gate, may be dropped.

Indiana State Board Mulls Expansion Plans

INDIANAPOLIS—A proposal to increase the size of the International Building at the Indiana State Fairgrounds has been taken under advisement by the board.

The enlargement recommendation was made by Preston G. Woolf, president of the Indianapolis Council on World Affairs.

As explained by Woolf, revenue from the rental of space in the building has increased from \$1,724 in 1958 to \$4,130 in 1960. Exhibitor applicants were turned down because of the space shortage, he said.

In addition to expanded space, Woolf proposed also a 150-seat theater. The plan is to be carrying the theater on the north side about 100 feet to the east with the projected theater on the north side of the structure.

Woolf also proposed building of a passageway on the south side of the building to the International Building with the Manufacturers Building. The project could be completed for about \$40,000, he said.

International exhibitions have aroused state interest, Woolf stated. He explained that the theater could be used for folk dances, films and other international entertainment.

Also under consideration is the resurfacing of the race track to eliminate rocks which were responsible for damages and injuries during the Hoosier 100 races.

Applying clay to the track surface is considered a possible solution.

State Aid Declines For New Hampshire Events

CONCORD, N. H.—With New Hampshire fair managements planning ahead to 1961 and winding up their accounts for 1960, they have just learned how they fared for 1959 in terms of the State subsidy. A one-quarter of 1 per cent tax on pari-mutuel racing in New Hampshire provides the money for fair premiums, distributed on the basis of the previous year's awards. Thus Lancaster has just received \$30,460 for premiums, giving the fair a profit of \$8,437. Deerfield was given \$24,160 which enabled it to show a profit of \$14,242.

The other fair earned the following profits compared with their subsidy: Rochester, \$12,318 (\$23,177); Sandwich, \$6,794 (\$11,572); Contooscook, \$6,549 (\$15,266); Cheshire, \$6,484 (\$15,441); Plymouth, \$5,189 (\$22,210); Atkinson, \$1,384 (\$2,425); North Haverhill, \$1,170 (\$3,366); New Boston, \$458 (\$1,105); Cornish, \$426 (\$1,219); Belknap 422, loss of \$874 (\$1,176).

Most of the New Hampshire fairs did well this past season. Typical was Lancaster which had a gate of 19,412 for four days despite unfavorable weather.

Lethbridge, Alta., Plans \$450,000 Livestock Barn

LETHBRIDGE, Alta.—Construction of a \$450,000 livestock pavilion at the Lethbridge exhibition grounds will begin as soon as possible in the spring of 1961 and completion is expected in time for the summer fair.

Plans have been approved by Hon. Douglas Harkness, former federal minister of agriculture, and he has signed an agreement making available a \$33,000 government grant for the building.

Charles E. Parry, secretary-manager of the Lethbridge and District Exhibition, said fabrication of the structural steel will be done during the winter so that a fast start can be made on construction in the spring.

Rodeo Finals Picks Stock

DENVER—Selection of bucking stock, 255 head of the unruliest animals available, for professional rodeo's "world series" conflict, the second National Finals Rodeo at Dallas in late December, was announced today, with 22 of these animals from stock contractors' string in Iowa, Kansas, Arkansas, Louisiana and Florida.

The Rodeo Cowboys' Association said the animals were the bandpicked tops of bucking stock string in the United States and Canada, chosen thru records kept on individual performance during the regular rodeo season. Officials from the NFR Commission made ultimate choices.

Stock contractors with animals selected for finals competition this year include Bob Barnes, Cherokees, E. C. Roberts, Mayetta, Kan.; Homer Todd, Fort Smith, Ark.; Foy Reynolds, Bonifay, Fla.; and the Kinney-Miller string of Sulphur, La.

Indiana Pool Meeting Held

INDIANAPOLIS — Improved methods of sanitation, pool safety and business practices were discussed at the annual meeting of the Indiana Beach and Pool Association here Thursday (3).

Participating in a panel discussion on bathroom operation were Albert Klatt, director of the bureau of environmental sanitation of the Health and Hospital Corporation of Marion County; Miss Ray Anne Schrader, of the department of physical education at Purdue University; Frank Mackinson, a sanitation supervisor for the health and hospital corporation; and Galvich, swimming coach at the Riviera Club.

WINTER FAIRS

Florida
Armeda-Dobson, Palm Beach, Nov. 8-18
A. O. Broun, Fort Myers, Nov. 12-18
B. E. C. Rogers, Fort Myers, Nov. 12-18
F. H. Hays, Fort Myers, Nov. 12-18
H. J. C. Rogers, Fort Myers, Nov. 12-18
J. C. Rogers, Fort Myers, Nov. 12-18
K. J. C. Rogers, Fort Myers, Nov. 12-18
L. J. C. Rogers, Fort Myers, Nov. 12-18
M. J. C. Rogers, Fort Myers, Nov. 12-18
N. J. C. Rogers, Fort Myers, Nov. 12-18
O. J. C. Rogers, Fort Myers, Nov. 12-18
P. J. C. Rogers, Fort Myers, Nov. 12-18
Q. J. C. Rogers, Fort Myers, Nov. 12-18
R. J. C. Rogers, Fort Myers, Nov. 12-18
S. J. C. Rogers, Fort Myers, Nov. 12-18
T. J. C. Rogers, Fort Myers, Nov. 12-18
U. J. C. Rogers, Fort Myers, Nov. 12-18
V. J. C. Rogers, Fort Myers, Nov. 12-18
W. J. C. Rogers, Fort Myers, Nov. 12-18
X. J. C. Rogers, Fort Myers, Nov. 12-18
Y. J. C. Rogers, Fort Myers, Nov. 12-18
Z. J. C. Rogers, Fort Myers, Nov. 12-18

ARENA, AUDITORIUM NEWSLETTER

Complex Schedule

By TOM PARKINSON

"ICE FOLLIES" AND THE CHICAGO STADIUM played a complex schedule of events, including the show on Tuesday (and got nearly the same money that it drew on the comparable Wednesday and Thursday last year). Then it shut down, and there played Thursday night. The show was taken by a Kennedy campaign rally. But for Saturday and Sunday the ice show was back in business at the same old stand. It closed Sunday (6), with predictions that the tally show itself was off somewhat in attendance but up in money; due in part to a hike in the scale for weekends. Stand had opened October 18.

President-Elect Will Speak At Chicagoo's McCormick Hall

WHOMEVER WINS THE presidential election Tuesday (8) has accepted an invitation to appear November 18 at the new McCormick Place exhibition hall in Chicago. The building's initial day, the Modern Living Home and Flower Show, will open the next event. The president-elect will be the principal speaker at a "summit conference on industry, labor and commerce," attended by 500 invited guests. . . . The new building will be featured in numerous special sections of Chicago newspapers. The Times and Tribune will both carry a 72-page full-color supplement on November 13. Tribune will have a special section November 19 also. Daily News has a section for November 18, and the Sun-Times will be published November 20. There also is to be a special booklet for the home show for the year with much attention to the building. It will have 32 pages and had been written to three advertising pages. . . . First convention at the new building will be the Home Builders' Association of Illinois, November 27-29.

Milwaukee Arena-Auditorium Improves Own Rest Record

MILWAUKEE AUDITORIUM and Arena registered its most profitable year, according to an annual report by Manager Elmer Krahn. The building loss has been regarded in the auditorium-auditorium business as the biggest profit-maker. Krahn's report shows the buildings netted \$162,175. The gross was \$652,697, a record. Attendance was another record, 1,415,316, compared to about 1,307,000 last year. The building's fiscal year ended September 30. All employees were given pay increases. . . . Fifteenth International Heating & Air Conditioning Exposition, Nov. 14-15, 1961, at the Milwaukee Auditorium. Amphitheater in Chicago. E. K. Stevens, of International Exposition Company, is manager of the exposition. . . . The 26th Philadelphia Motor Boat and Sportsman's Show will be at the Philadelphia Convention Hall, February 24-March 4. Included will be boat shows, fishing, hunting equipment, sporting goods, autos and trailers, according to plans. . . . Far West Boat Show completed its run at the Oakland Municipal Auditorium. Building manager Lin Laedke also reports they have "The Pleasure of His Company" (13). In December Houston coliseum-auditorium-music hall complex will have the Royal Ballet, Ray McKinley orchestra, "Fiorello," Captain Kangaroo and Andre Kostelanetz. In November they have such events as Jose Iturbi, Ray Conniff, Shrine Circus, and Hot Rod and Custom Cars Exposition.

Buildings Reveal Bookings Of Month's Major Events

IT'S BOOKING SHEET TIME AGAIN. As the first of the month rolls around buildings all around the nation announce their top bookings for the coming weeks. . . . New Orleans Municipal Auditorium, with Ray Scheuerer at the helm, had Sheeley Bernan (3), Mantovani (5) and a Ford truck show. Coming up is the Shrine Circus (19-27). . . . Columbus, O., residents will be able to see "The Music Man" (13-19), among many other events reported by Harry Schreiber. . . . Richard Wagner has a "Grand Ole Opry" show in Lincoln, Penn. . . . Memorial Auditorium (15). In the building now is the community auto show. . . . Charles W. Bauer reports the Cincinnati Music Hall will have Roberta Peters (17 and 19), a Ford truck showing (18) and several fraternity events, among others. . . . Greenville (S. C.) Memorial Auditorium has signed up for Mantovani (15), Kingston Trio (17) and Thanksgiving Gospel Sing (24). Liberace and Rubinstein will be among the December events, reports Herman J. Pratt. . . . Long Beach Auditorium, where Win Hansen is manager, has affairs of the City of Heaven, Order of Eagles, Eastern Star, Boy Scouts, Elks, a college and the Salvation Army, plus dances, boxing and other events. . . . Seattle Civic Auditorium has a cat show, newspaper-backed ice event, the Ford truck show, hockey and wrestling.

Ole Olsen Injuries Keep Him Out of Globetrotters Show

INJURIES SUSTAINED by comedian Ole Olsen in a recent auto accident have forced him dropping out of the Harlem Globetrotters' performance for the immediate present. Show had been going about two weeks with Olsen. Efforts were being made last week to sign on a temporary replacement.

Arena Burglarized

CALLAGARY, Alta.—Burglars cut their way thru a 2,000-pound safe in the Stampede Card hockey arena here, the fairgrounds, on Nov. 5, and escaped with \$1,400 cash.

Sedlmayrs in WQ After Winning Tour

Shreveport Fair 10 Per Cent Ahead; Train Makes Record Home Run Move

TAMPA—The Royal American Shows railed in here Wednesday (2) after a winning tour that took it over 25,000 miles of railroads in the United States and Canada. And the show was welcomed home by newspapers, radio stations and television.

The show closed its final fair, the Louisiana State Fair, Shreveport, Sunday night (30) and was almost immediately loaded for the 1,100-mile trek to its winter base. The move, under Ray Milton's crew, was one of the fastest on record with the first section arriving at the siding here at 9:15 a.m., and the second coming in an hour later. Everything was unloaded by early afternoon.

The Shreveport stand was a good one despite some inclement weather. Saturday (29) started out rainy, but cleared up in the afternoon. For the 10-day stand, rides and shows yielded a 10 per cent increase over last year. Attendance was up at the fair and receipts from all revenue sources topped 1959.

Helped by a big Negro Day at Shreveport, Leon Clackson's Harlem in Havana topped the back-end lineup. Club Lido was second, with the Dick Best Side Show and Bill Kemp's Motordrome close for third place. All the rides did big, with Kiddieland doing exceptionally well.

On Thursday (3), RAS owner Carl Sedlmayr and his son, C. J., were already mapping out winter quarters activities. New show fronts are being planned and the rides will undergo their usual refitting. The show's Calypso, being manufactured in Munich, Germany, is scheduled to debut at the Florida State Fair in Tampa, in February.

MILWAUKEE — Huh Leuth, owner-manager of Leuth's Lido Rides, announced the signing of several fairs and celebrations for next season.

Included are the Hyman (Ind.) Old Settlers' Reunion; Valley Mills, Ind., 4-H Fair; Clay County Fair, Brazil, Ind.; Decatur County Fair,

Olson Shows In WQ After Okay Season

HOT SPRINGS—Olson Shows were back in winter quarters here last week after its final stand of the year at the South Texas State Fair in Beaumont, Texas.

Business in general throughout the tour, which took the show into Indiana, Wisconsin, Illinois, Iowa, Kentucky, Tennessee, Mississippi, Alabama and Texas, was very satisfactory, according to Paul Olson, general manager and co-owner.

The Beaumont fair was ahead of last year from the ride and show standpoint and one day set a new record for the event.

Olson was honored by the fair's sponsors, the Young Men's Business League, on his 50th birthday. The club presented him with a plaque and held a shrimp boil in his honor.

Greenburg, Ind.; Bremen Youth Fair, Bremen, Ind., and the Monroe County Fall Festival, Elliptide, Ind. Olson said that his show had booked six weeks of shopping centers. Some 1961 contracts are for three years, he added.

CARNIVAL CONFAB

AFTER THE CLOSE of Olson Shows at the South Texas Fair in A Beaumont, manager Paul Olson met with the other two co-owners, Norman Schlossberg and Maurice O'Brien at Hot Springs where the show was stored in winter quarters. Louis J. Berger, Olson's agent, headed back to his Chicago home to care for business for the Showmen's League. . . . J. W. (Pat) Conklin, Canadian midway biggie, was also at Hot Springs for his fall rest. . . . Al Karpis, owner of the Harris Shows, became a grandfather again in mid-October, when his son, Wayne, was presented with a daughter, Melanie Joy.

Pearls from Royal American: Jay Barton, mailman on Don Franklin Shows, helped Jim and June Taylor with their popcorn. . . . Bobbie Wicks patented several rides at the circus season. . . . Matt Herman busy mulling out Shrine Club cards and bold string ties to members. . . . Louis (Frenchy) Jullie and Vince Placé were confined to bed. . . . Charles and Pauline Harrison attended funeral of the latter's mother. . . . Lorraine and Vern Dickerson's infant grandson died in Heidelberg, Germany. . . . Chester Taylor visited and reported a bad season with Andy Knabe. . . . Jo Jo Kline, Roy (Pepi-Cola) Jones and Cliff Wilcox also visited.

More Pearl: Winter destinations of many are as follows: Dudley Hampton family and Whitey and Billie Owen, Hot Springs; Dick and Irene Bell, Sarasota; Tony and Patrice Bell, Hot Springs; Jack Murray, Orlando, Fla.; Tom and Jean Blackwell, St. Petersburg; Jack Leppard, Joplin, Mo.; Buck Fortner, Venezuela; Cliff Karm, Little Rock; Matt and Marsha Herman, California; Phil Knight, Nashville; Joe Farber, Mobile; Joe and Betty Strauss, Jacksonville, Fla.; Bill Kimball, New Orleans; Jinx Petty and daughter, Melrose, St. Petersburg, Fla.; Bill and June Johnson, Joan and George Brockman, Jacksonville, Fla.; Fred and Mary Ann Moore, Jacksonville, Fla. . . . Tony Paradise has a new car. . . . Rosemary Rafterburn celebrated her birthday at the midgate house show.

★ ★ ★

Ed Lester, Midwest City, Okla., carnival fan, and a friend of the Sedlmayrs, this year made up most of the loading lists for the show, quite complicated, quite thorough and the results of much work on his part. This past season he loaded the train at Memphis, St. Louis, Davenport, Topeka, Hutchinson, Oklahoma City, Little Rock, Jacksonville, Mo., and Shreveport. In order to accomplish this, Lester drove a total of 8,808 miles to catch RAS, Robert A. (Water Wagon) Garner broke him in this year on how to drive a D-4, a male and ex-Kingling D-6 vehicles with donut tires.

Mr. and Mrs. Al Kaufman are back in Chicago after a New York visit with their son and his family. Jack Kwiat was confined to a private company of Mary Hospital, Chicago to undergo examination and treatment. . . . Lou Lester tentatively planning a trip to Hot Springs for the baths and a rest. . . . Elmer (Al) Brown was in Chicago en route to Toronto. . . . Ned Torti and Bob Beaudry in from Milwaukee. . . . Mrs. J. P. (Jimmy) Sullivan was in Chicago for a couple of days on business for Caravan, Inc. and then home to Bristol, Ont. Johnny (Muscles) Dundee is holding forth at the steam table at the Showmen's League following the meetings. . . . Secretary Hank Stebbins, presiding by the convention planning, has hung a "private" sign on his office door.

Charlie Brown

Mr. and Mrs. Fielding Graham, owners of Holiday Amusement Company, have been in Europe since close of their season. They have and expect to return in time to make the Chicago meetings. . . . Le (Bill) Bernstein is in Washington (Wash.) State Hospital and would like mail from friends. Address is Box H, Winnetago.

Muriel Rice, president of Barre Record Company, has finished successful season with Howard Brown Shows and is back in Wilkes-Barre, Pa. to draft plans for a back-end show and concessions for the 1961 season. . . . Anna Leroy Bickford is out of the hospital and back on Siebrand Bros. Shows. . . . L. L. (Red) Daugherty is back in Nashville after a month with his Merchant Travelers. . . . Mike Gallichio and Nick Holuh, who recently played Arizona State Fair, Phoenix, are planning a trip to Las Vegas, Nev.

Al Schneider

Charles and Vivian Taylor, producers of sepiu revues, returned to their home in Long Island, New York, after a successful season. The Taylors made the tour with their musical revue over the Jimmy Sullivan, Fred Morrissey Shows route, following which they played two exhibitions for Frank and Patty Conklin and they closed the season at the State Fair of Texas, Dallas, where they were booked in for many successive years by Cliff Wilcox. The Taylors will journey to Italy and points in Europe in December and looking forward to a visit with their daughter June, who is currently playing at the Merco Nite Club in Milano, Italy, with other bookings in Italy to follow. She recently completed a movie in Rome and has appeared on TV in Italy. Besides her singing and dancing, she is also a choreographer. After spending the holidays with her mother, the Taylors will return to the United States in January to play club bookings in and around New York.

Mrs. Bob (Blanche) Heth entered Methodist Hospital, Texas Medical Center, Houston, to undergo examination and treatment. The Heths own Great Western Amusement which plays permanent locations in Odessa, Tex. . . . Mr. and Mrs. Wayne Kutz, Jr.'s assistant office secretary of Heth Shows, became parents of a daughter October 13 in Meridian, Miss. The baby is named Melanie Joy. Mrs. Kutz was honored at several baby showers and the dad passed out cigars.

Allen Calloway

Notes from George Clyde Smith Shows, Emporia, Va., was the closing date, after which members took off for various points, some of them seeing a few friends. Peggy Ewell and Senor Lydick journeyed to Lorin, S. C. Al Buchanan and his wife took his guests to Fayetteville, N. C. Tom Kinder and Lennie Dare took their Girl Show to Macon, Ga. . . . The Bud Norton left for Florida with their popcorn. . . . F. A. Norton was placed in charge of winter quarters, which were established at the Emporia Fairgrounds, while Owner Smith, Secretary Jerry Brody and Pappy Curtis, mechanic, returned to Cumberland, Md.

Frank (Hamilton) Paskow passed away October 30 and was buried in Showmen's Rest. . . . Jimmy Stabile is under doctor's care due to a sciatica condition. . . . The boys are streaming in at midgate. Showing up at the club have been Willie Lish, Rip

(Continued on page 64)

ALL EYES ARE FOCUSED ON . . .



The BIG 1960 OUTDOOR CONVENTION IN CHICAGO BEGINNING NOV. 27

and Billboard 1960

OUTDOOR CONVENTION SPECIAL, dated Nov. 21

THE BIG SPECIAL ISSUE THAT IS THE "EXHIBIT IN PRINT" FOR EVERYONE ATTENDING THE CONVENTION AND THE MANY THOUSANDS OF EQUALLY IMPORTANT BUYERS WHO STAY AT HOME

The 1960 Outdoor Season was one of the greatest for most every CARNIVAL, PARK, KIDDELAND and similar places of Outdoor Amusement and Recreation.

New Equipment, Supplies and Services will be in big demand this winter, and thousands of buyers will soon be filling their needs for 1961.

The Outdoor Convention provides you the opportunity to personally talk with many buyers who come to Chicago, BUT YOU CAN'T POSSIBLY SEE EVERY PROSPECT, NOR CAN YOU SELL THE MANY BUYERS WHO STAY AT HOME. THAT'S EXACTLY WHY ADVERTISING IN THE BILLBOARD'S OUTDOOR CONVENTION SPECIAL ENABLES YOU TO DO THE MOST COMPLETE AND EFFECTIVE SALES JOB . . . Distributed Nov. 21, a full week before the Convention opens, your advertising will be

seen by thousands of buyers before they leave for Chicago; thus accomplishing an effective "pre-sell" job for you. Also, thru your ad, you can invite buyers to see you at your booth.

3,000 EXTRA FREE COPIES of the Outdoor Convention Special will be distributed from The Billboard's Serviceman and Booth, again giving your sales message important exposure among these buyers.

When the Convention-goers leave for home, thousands of Convention Special issues will go along with them for more reading and checking when they arrive home and, again, your advertising will be seen.

AND AT THE SAME TIME, YOUR SALES MESSAGE IS RECEIVING ATTENTION BY THE MANY IMPORTANT BUYERS WHO STAY AT HOME.

THIS IS EXTRA COVERAGE AND WIDESPREAD READERSHIP YOU CAN'T BUY ANYWHERE ELSE. TAKE FULL ADVANTAGE OF IT AND LET THE BILLBOARD'S OUTDOOR CONVENTION SPECIAL HELP YOU DO A REALLY GREAT SALES JOB.

Reserve Space Right Now!

ADVERTISING DEADLINE, WEDNESDAY, NOV. 16

CINCINNATI 21, OHIO 2140 Pehlebus St. Phone 1-6429	CHICAGO 1, ILLINOIS 1501 West Madison St. Central 1-4441	ST. LOUIS 1, MO. 392 Acute Blvd. Glenford 1-4443	NEW YORK 16, N. Y. 1544 North Ave. PLaza 3-8600	HOLLYWOOD 28, CALIF. 1520 North Hollywood HYollywood 9-5311
--	--	--	---	---

Buck Ends Finest Tour In Town South

TROY, N. Y. — Equipment of the O. C. Buck Shows is being shuttled into the barn here after seven successful weeks in the South. It was Oscar Buck's best Southern tour in years, made possible by near-perfect weather.

Units were stacked on the lot at Menands, N. Y., then brought into quarters one at a time. Everything was tucked away by the week's end. Only one day of rain marred the Southern tour, coming on the heels of five nice fair dates in New York State. Hurricane Donna chinked to fall on a Sunday, and spared the show further inconvenience.

Carthage, N. C., the final date, wound up Saturday (29) after a mild warm week. It was the best weather encountered in the half dozen years Buck showed there. South Boston, Va., preceded the date, providing decent earnings and good weather, although it turned cold Friday and Saturday.

Most concessionaires headed further South after Carthage, Buck said.

KIDDIE RIDES FOR SALE

A. H. Baby Horse, 52,500; Tall Ride, 12,000; Walt Buck, 5,500; and Mandy Pony Cart with top and cushions, \$1,800. See in operation. Inquire at Jacksonville, Fla. Tel. 7-17-7.

EARL PURTLE Celtic & Wilson Shows

BIG SAVINGS

have been made. 15,000 for the entire season. Buy early. Contact me at my paymaster's trailer.

"Save Money With Johnny"

JOHNNY CANTRELL
Phone WY 1-2088 or WY 1-4747
Albany, Pa.

J. & E. RIDES

But all winter
Want Rides? Come, one of a kind. Price: Every Time. Can use family-type or horse or state. Also, 1000. Call 7-13. Ellettsville, Ga. 1118. Contact J. P. or Brody. Birmingham, Ala. 24.

WANT TO PURCHASE

No. 32 Zephyr Wheel but would like to have for sale. Also, 1000. Call 7-13. Ellettsville, Ga. 1118. Contact J. P. or Brody. Birmingham, Ala. 24.

FELDING GRAHAM

7415 State Line Kansas City, Mo.

FOR SALE

Worthington, also 107 Dorian Chevrolet. Green, battery, new. Dorian, 1958, 1959, 1960, 1961, 1962, 1963, 1964, 1965, 1966, 1967, 1968, 1969, 1970, 1971, 1972, 1973, 1974, 1975, 1976, 1977, 1978, 1979, 1980, 1981, 1982, 1983, 1984, 1985, 1986, 1987, 1988, 1989, 1990, 1991, 1992, 1993, 1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 2679, 2680, 2681, 2682, 2683, 2684, 2685, 2686, 2687, 2688, 2689, 2690, 2691, 2692, 2693, 2694, 2695, 2696, 2697, 2698, 2699, 2700, 2701, 2702, 2703, 2704, 2705, 2706, 2707, 2708, 2709, 2710, 2711, 2712, 2713, 2714, 2715, 2716, 2717, 2718, 2719, 2720, 2721, 2722, 2723, 2724, 2725, 2726, 2727, 2728, 2729, 2730, 2731, 2732, 2733, 2734, 2735, 2736, 2737, 2738, 2739, 2740, 2741, 2742, 2743, 2744, 2745, 2746, 2747, 2748, 2749, 2750, 2751, 2752, 2753, 2754, 2755, 2756, 2757, 2758, 2759, 2760, 2761, 2762, 2763, 2764, 2765, 2766, 2767, 2768, 2769, 2770, 2771, 2772, 2773, 2774, 2775, 2776, 2777, 2778, 2779, 2780, 2781, 2782, 2783, 2784, 2785, 2786, 2787, 2788, 2789, 2790, 2791, 2792, 2793, 2794, 2795, 2796, 2797, 2798, 2799, 2800, 2801, 2802, 2803, 2804, 2805, 2806, 2807, 2808, 2809, 2810, 2811, 2812, 2813, 2814, 2815, 2816, 2817, 2818, 2819, 2820, 2821, 2822, 2823, 2824, 2825, 2826, 2827, 2828, 2829, 2830, 2831, 2832, 2833, 2834, 2835, 2836, 2837, 2838, 2839, 2840, 2841, 2842, 2843, 2844, 2845, 2846, 2847, 2848, 2849, 2850, 2851, 2852, 2853, 2854, 2855, 2856, 2857, 2858, 2859, 2860, 2861, 2862, 2863, 2864, 2865, 2866, 2867, 2868, 2869, 2870, 2871, 2872, 2873, 2874, 2875, 2876, 2877, 2878, 2879, 2880, 2881, 2882, 2883, 2884, 2885, 2886, 2887, 2888, 2889, 2890, 2891, 2892, 2893, 2894, 2895, 2896, 2897, 2898, 2899, 2900, 2901, 2902, 2903, 2904, 2905, 2906, 2907, 2908, 2909, 2910, 2911, 2912, 2913, 2914, 2915, 2916, 2917, 2918, 2919, 2920, 2921, 2922, 2923, 2924, 2925, 2926, 2927, 2928, 2929, 2930, 2931, 2932, 2933, 2934, 2935, 2936, 2937, 2938, 2939, 2940, 2941, 2942, 2943, 2944, 2945, 2946, 2947, 2948, 2949, 2950, 2951, 2952, 2953, 2954, 2955, 2956, 2957, 2958, 2959, 2960, 2961, 2962, 2963, 2964, 2965, 2966, 2967, 2968, 2969, 2970, 2971, 2972, 2973, 2974, 2975, 2976, 2977, 2978, 2979, 2980, 2981, 2982, 2983, 2984, 2985, 2986, 2987, 2988, 2989, 2990, 2991, 2992, 2993, 2994, 2995, 2996, 2997, 2998, 2999, 3000, 3001, 3002, 3003, 3004, 3005, 3006, 3007, 3008, 3009, 3010, 3011, 3012, 3013, 3014, 3015, 3016, 3017, 3018, 3019, 3020, 3021, 3022, 3023, 3024, 3025, 3026, 3027, 3028, 3029, 3030, 3031, 3032, 3033, 3034, 3035, 3036, 3037, 3038, 3039, 3040, 3041, 3042, 3043, 3044, 3045, 3046, 3047, 3048, 3049, 3050, 3051, 3052, 3053, 3054, 3055, 3056, 3057, 3058, 3059, 3060, 3061, 3062, 3063, 3064, 3065, 3066, 3067, 3068, 3069, 3070, 3071, 3072, 3073, 3074, 3075, 3076, 3077, 3078, 3079, 3080, 3081, 3082, 3083, 3084, 3085, 3086, 3087, 3088, 3089, 3090, 3091, 3092, 3093, 3094, 3095, 3096, 3097, 3098, 3099, 3100, 3101, 3102, 3103, 3104, 3105, 3106, 3107, 3108, 3109, 3110, 3111, 3112, 3113, 3114, 3115, 3116, 3117, 3118, 3119, 3120, 3121, 3122, 3123, 3124, 3125, 3126, 3127, 3128, 3129, 3130, 3131, 3132, 3133, 3134, 3135, 3136, 3137, 3138, 3139, 3140, 3141, 3142, 3143, 3144, 3145, 3146, 3147, 3148, 3149, 3150, 3151, 3152, 3153, 3154, 3155, 3156, 3157, 3158, 3159, 3160, 3161, 3162, 3163, 3164, 3165, 3166, 3167, 3168, 3169, 3170, 3171, 3172, 3173, 3174, 3175, 3176, 3177, 3178, 3179, 3180, 3181, 3182, 3183, 3184, 3185, 3186, 3187, 3188, 3189, 3190, 3191, 3192, 3193, 3194, 3195, 3196, 3197, 3198, 3199, 3200, 3201, 3202, 3203, 3204, 3205, 3206, 3207, 3208, 3209, 3210, 3211, 3212, 3213, 3214, 3215, 3216, 3217, 3218, 3219, 3220, 3221, 3222, 3223, 3224, 3225, 3226, 3227, 3228, 3229, 3230, 3231, 3232, 3233, 3234, 3235, 3236, 3237, 3238, 3239, 3240, 3241, 3242, 3243, 3244, 3245, 3246, 3247, 3248, 3249, 3250, 3251, 3252, 3253, 3254, 3255, 3256, 3257, 3258, 3259, 3260, 3261, 3262, 3263, 3264, 3265, 3266, 3267, 3268, 3269, 3270, 3271, 3272, 3273, 3274, 3275, 3276, 3277, 3278, 3279, 3280, 3281, 3282, 3283, 3284, 3285, 3286, 3287, 3288, 3289, 3290, 3291, 3292, 3293, 3294, 3295, 3296, 3297, 3298, 3299, 3300, 3301, 3302, 3303, 3304, 3305, 3306, 3307, 3308, 3309, 3310, 3311, 3312, 3313, 3314, 3315, 3316, 3317, 3318, 3319, 3320, 3321, 3322, 3323, 3324, 3325, 3326, 3327, 3328, 3329, 3330, 3331, 3332, 3333, 3334, 3335, 3336, 3337, 3338, 3339, 3340, 3341, 3342, 3343, 3344, 3345, 3346, 3347, 3348, 3349, 3350, 3351, 3352, 3353, 3354, 3355, 3356, 3357, 3358, 3359, 3360, 3361, 3362, 3363, 3364, 3365, 3366, 3367, 3368, 3369, 3370, 3371, 3372, 3373, 3374, 3375, 3376, 3377, 3378, 3379, 3380, 3381, 3382, 3383, 3384, 3385, 3386, 3387, 3388, 3389, 3390, 3391, 3392, 3393, 3394, 3395, 3396, 3397, 3398, 3399, 3400, 3401, 3402, 3403, 3404, 3405, 3406, 3407, 3408, 3409, 3410, 3411, 3412, 3413, 3414, 3415, 3416, 3417, 3418, 3419, 3420, 3421, 3422, 3423, 3424, 3425, 3426, 3427, 3428, 3429, 3430, 3431, 3432, 3433, 3434, 3435, 3436, 3437, 3438, 3439, 3440, 3441, 3442, 3443, 3444, 3445, 3446, 3447, 3448, 3449, 3450, 3451, 3452, 3453, 3454, 3455, 3456, 3457, 3458, 3459, 3460, 3461, 3462, 3463, 3464, 3465, 3466, 3467, 3468, 3469, 3470, 3471, 3472, 3473, 3474, 3475, 3476, 3477, 3478, 3479, 3480, 3481, 3482, 3483, 3484, 3485, 3486, 3487, 3488, 3489, 3490, 3491, 3492, 3493, 3494, 3495, 3496, 3497, 3498, 3499, 3500, 3501, 3502, 3503, 3504, 3505, 3506, 3507, 3508, 3509, 3510, 3511, 3512, 3513, 3514, 3515, 3516, 3517, 3518, 3519, 3520, 3521, 3522, 3523, 3524, 3525, 3526, 3527, 3528, 3529, 3530, 3531, 3532, 3533, 3534, 3535, 3536, 3537, 3538, 3539, 3540, 3541, 3542, 3543, 3544, 3545, 3546, 3547, 3548, 3549, 3550, 3551, 3552, 3553, 3554, 3555, 3556, 3557, 3558, 3559, 3560, 3561, 3562, 3563, 3564, 3565, 3566, 3567, 3568, 3569, 3570, 3571, 3572, 3573, 3574, 3575, 3576, 3577, 3578, 3579, 3580, 3581, 3582, 3583, 3584, 3585, 3586, 3587, 3588, 3589, 3590, 3591, 3592, 3593, 3594, 3595, 3596, 3597, 3598, 3599, 3600, 3601, 3602, 3603, 3604, 3605, 3606, 3607, 3608, 3609, 3610, 3611, 3612, 3613, 3614, 3615, 3616, 3617, 3618, 3619, 3620, 3621, 3622, 3623, 3624, 3625, 3626, 3627, 3628, 3629, 3630, 3631, 3632, 3633, 3634, 3635, 3636, 3637, 3638, 3639, 3640, 3641, 3642, 3643, 3644, 3645, 3646, 3647, 3648, 3649, 3650, 3651, 3652, 3653, 3654, 3655, 3656, 3657, 3658, 3659, 3660, 3661, 3662, 3663, 3664, 3665, 3666, 3667, 3668, 3669, 3670, 3671, 3672, 3673, 3674, 3675, 3676, 3677, 3678, 3679, 3680, 3681, 3682, 3683, 3684, 3685, 3686, 3687, 3688, 3689, 3690, 3691, 3692, 3693, 3694, 3695, 3696, 3697, 3698, 3699, 3700, 3701, 3702, 3703, 3704, 3705, 3706, 3707, 3708, 3709, 3710, 3711, 3712, 3713, 3714, 3715, 3716, 3717, 3718, 3719, 3720, 3721, 3722, 3723, 3724, 3725, 3726, 3727, 3728, 3729, 3730, 3731, 3732, 3733, 3734, 3735, 3736, 3737, 3738, 3739, 3740, 3741, 3742, 3743, 3744, 3745, 3746, 3747, 3748, 3749, 3750, 3751, 3752, 3753, 3754, 3755, 3756, 3757, 3758, 3759, 3760, 3761, 3762, 3763, 3764, 3765, 3766, 3767, 3768, 3769, 3770, 3771, 3772, 3773, 3774, 3775, 3776, 3777, 3778, 3779, 3780, 3781, 3782, 3783, 3784, 3785,

LETTER LIST

QUIT LOOKIN
IF IT'S NEW,
WE HAVE IT
OR WILL GET IT
AT LOWEST PRICES
WISCONSIN DELUXE, INC.
2470 W. North Ave., Milwaukee, W
Phone: DI 2-8054

Richard Expo. Com.	Friedman, Maurice Fry, H. L. Gambler, John J. Good, Oren E. Gray, Nathaniel Harris, D. D. Helf, Mr. & Mrs. Hoffman, Mr. & Mrs. Hoffman, Pearl B. Hansen, William J. Harrison, Mr. Hartmann, Don Hartmann, Louis Hoot, Ross Hudson, Bobbie Hunt, James J. Impudratia, Lucille Irwin, Mrs. J. E.	Swann, Walter L. Sugan, Harry Sugan, Mrs. Harry Villanova, Louis T. Vivian, John Wabson, Oakley Webb, Herman D. Weber, Mrs. Everett Webster, Mr. & Mrs. Wheeler, Mrs. H. White, Carl Whide, H. J. Williams, Charles Wilson, Mrs. H. Winfield, Harry Young, Roger Zinn, Madam
--------------------------	---	--

[illegible]

Reject Zoo Tax

BRANDON, Man. — A money bylaw which would allow for a annual grant of \$5,000 for five years to the Brandon Zoo was rejected by ratepayers in the recent civic election, leaving the future of the 46-year-old zoo at the fair grounds in doubt.

Money provided by the Manitoba Provincial Exhibition and the local Kinsmen club has kept the zoo going in recent years.

I am interested in improving my bulk vending operation. Please send me complete information and prices for Northwestern GOLDEN '50 (as illustrated) and other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
3700 W. Lake St., Chicago 3, Ill.
(Phone: MA 3-5353)

We handle complete line of machines, parts & supplies.

NEW • Top-Loading • NEW

PENNY-NICKEL ATLAS MASTER VENDOR

9 1/2" H. Globe Black Lid
11 1/2" H. Globe Chrome Lid

The ball turn and charm vendor with the proven penny-nickel mechanism... one turn for a penny, five turns for a nickel. This means a 30% increase in sales because of nickel play.

• FREE Illustrated Sheets on all feature charts, Slugs and Bulk Churns.

SURE LOCK, the perfect capsule, Patent No. 3742411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

PENNY KING COMPANY

2538 Madison St., Pittsburgh 3, Pa.
"World's largest selection of miniature charm"

Ask about our ATLAS

Slotted coin



The Vendor with the Proven Penny-Nickel Mechanism.

Time payments available on Oak machines through all distributors.

All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c-5c coin mechanism, and optional slip clutch handle.

WE HAVE oak's HOBBY CAR VENDOR

This new and improved 25 vendor has an exclusive mechanism that makes this machine a bulk vendor for vending 6 cards - 1c, 5c and 10c in blisterpack wrapping or loose. Gross receipts as much as \$100 to \$200. Made of strong steel for a long life. The machine measures 25" high by 14" wide and 7 1/2" deep. Machine sold at \$42.50 F.O.B. Factory. Brochure and large for attaching machine in place are available for \$4.



Below are listed factory authorized dealers.

AMERICAN HUT
1581 Tremont Street
Boston 29, Massachusetts
CHICAGOAN VENDING
540 2nd Avenue, North
Chicago 10, Illinois
ANYTIME SALES
900 Riverside Drive
Lawrenceville, L. I., New York
SALE SISTERS (S.C.) LTD.
1168 Seymour Street
Vancouver 2, B.C., Canada
DRAFT VENDING SUPPLY
2917 West 24th
Dallas, Texas
W. S. HUTCHINSON CO.
1784 N. Oakview Road, N.E.
Atlanta 7, Georgia
IMPORTED VENDING
300 North City Street
Baltimore 2, Maryland

LOGAN DISTRIBUTION CO.
1810 West Division Street
Chicago 25, Illinois
SAMUEL L. PHILLIPS CO.
4372 Lindbergh Boulevard
St. Louis 8, Missouri
DAK SALES COMPANY
2073 Fifth Avenue
Pittsburgh, Pennsylvania
DAK SALES OF FLORIDA
1123 - 11th Street
Miami Beach, Florida
OPERATOR VENDOR
1027 South Grand Avenue
Los Angeles 15, California
HUNTER VENDING CO.
105 Commercial St. West
Windsor, Ontario, Canada

DAK COIN MACHINE EXCH.
601 Spring Garden Street
Philadelphia, Pennsylvania
JOCK SCHNEIDER
715 Lincoln Place
Brooklyn, New York
RIGEL BROTHERS CO. LTD.
713 Chatham St.
Montreal, Quebec, Canada
SOUTHERN ACORN SALES
825-20 Bruce Avenue
Charlotte 6, N.C.
STAN VENDING SUPPLY CO.
8127 Calhoun Road
Houston 21, Texas

OAK MANUFACTURING COMPANY, INC.
11411 Knapthridge Ave., Cedar City, California

Connecticut Mulls Vending Measure

By ALLEN M. WIDEM

HARTFORD — Connecticut's State Inter-governmental Co-Operation Commission is looking into a proposal for State licensing and inspection of food and beverage vending machines.

The commission has given tentative approval to such a measure pending drafting of a specific bill to be acted on at its next meeting the latter part of October.

"This legislation would be very important," according to Commission Chairman Raymond S. Thatcher. "I hope it will pass at the next session of the General Assembly."

Original

The original measure presented the commission by one of its members, State Representative Paul M. Andrews, a Cheshire Republican, called out for licensing and inspection of food and perishable drinking (such as milk) machines. However, the members felt that such a law would be discriminatory to the milk vending machines if those dispensing soft drinks were not included, too. A revised bill will now be drafted to include the latter.

Under the general proposal, the State would extract a license fee for each such vending machine and impose regulations as regarding the food and drink handled to assure the public "would be protected." Operators of such machines would be required to open those devices for inspection.

Andrews commented: "In principle, this is a very necessary action in terms of public protection. Having observed the vending machine on the Merritt Parkway (main artery between Hartford and New York), I would say such a law is needed."



TROPHY BIRDS
gold on black
MORE Than CHARMS,
MORE Like STATUES

in a Hall of Fame
10,000 & up, \$10.00 per 1,000
5,000 to 9,000, 10.50 per 1,000
1,000 to 4,000, 13.00 per 1,000
F.O.B. Jamaica, New York

Through your Machines
pass the "Miniature Wonders
of a CHILD'S WORLD.
That's Why They Buy."

SAMUEL EPSTEY & CO., INC.
91-15 41st Place Jamaica 35, N. Y.

Marshall Leaf, an NVA regular
(Continued on page 81)



If you pride yourself on being able to pick a winner — take a long, deep look at this new Northwestern Cabinet Stand with dazzling SIXTY's outshining anything on the market. Here is merchandising at its best. Try a SIXTY 4-in-A-Row today, it's Hot!

See Your Northwestern Distributor or Write

THE NORTHWESTERN CORPORATION
21110 Armstrong Street Morris, Illinois

SENSATIONAL VALUE!



FOLDER TYPE STAMP MACHINE
2 columns
Tag and Stamp for 100 stamps
Coin Mechanism
\$24.50 ea.
3-column model, \$34.50
4-column model, \$44.50
5-column model, \$54.50
(15,000 Stamp Package—\$4.00)

Sc HOBBY and TRADING CARD VENDOR
1 column
Vending package of 100 cards
Coin Mechanism
\$39.50 ea.
CASHING \$2.50 per 100 (no variation)
1/2 deposit required on all orders. Balance on delivery. Free color literature.

Rake Coin Machine Exchange
609-A Spring Garden St., Philadelphia 22, Pa. Walnut 5-2676

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95
N.W. Model 49, 1c or 5c \$14.95

MERCHANDISE & SUPPLIES

Golden Moon Penny Automatic, 5c, 1c, 5c, 10c, 25c, 50c, 1.00, 1.50, 2.00, 2.50, 3.00, 3.50, 4.00, 4.50, 5.00, 5.50, 6.00, 6.50, 7.00, 7.50, 8.00, 8.50, 9.00, 9.50, 10.00, 10.50, 11.00, 11.50, 12.00, 12.50, 13.00, 13.50, 14.00, 14.50, 15.00, 15.50, 16.00, 16.50, 17.00, 17.50, 18.00, 18.50, 19.00, 19.50, 20.00, 20.50, 21.00, 21.50, 22.00, 22.50, 23.00, 23.50, 24.00, 24.50, 25.00, 25.50, 26.00, 26.50, 27.00, 27.50, 28.00, 28.50, 29.00, 29.50, 30.00, 30.50, 31.00, 31.50, 32.00, 32.50, 33.00, 33.50, 34.00, 34.50, 35.00, 35.50, 36.00, 36.50, 37.00, 37.50, 38.00, 38.50, 39.00, 39.50, 40.00, 40.50, 41.00, 41.50, 42.00, 42.50, 43.00, 43.50, 44.00, 44.50, 45.00, 45.50, 46.00, 46.50, 47.00, 47.50, 48.00, 48.50, 49.00, 49.50, 50.00, 50.50, 51.00, 51.50, 52.00, 52.50, 53.00, 53.50, 54.00, 54.50, 55.00, 55.50, 56.00, 56.50, 57.00, 57.50, 58.00, 58.50, 59.00, 59.50, 60.00, 60.50, 61.00, 61.50, 62.00, 62.50, 63.00, 63.50, 64.00, 64.50, 65.00, 65.50, 66.00, 66.50, 67.00, 67.50, 68.00, 68.50, 69.00, 69.50, 70.00, 70.50, 71.00, 71.50, 72.00, 72.50, 73.00, 73.50, 74.00, 74.50, 75.00, 75.50, 76.00, 76.50, 77.00, 77.50, 78.00, 78.50, 79.00, 79.50, 80.00, 80.50, 81.00, 81.50, 82.00, 82.50, 83.00, 83.50, 84.00, 84.50, 85.00, 85.50, 86.00, 86.50, 87.00, 87.50, 88.00, 88.50, 89.00, 89.50, 90.00, 90.50, 91.00, 91.50, 92.00, 92.50, 93.00, 93.50, 94.00, 94.50, 95.00, 95.50, 96.00, 96.50, 97.00, 97.50, 98.00, 98.50, 99.00, 99.50, 100.00, 100.50, 101.00, 101.50, 102.00, 102.50, 103.00, 103.50, 104.00, 104.50, 105.00, 105.50, 106.00, 106.50, 107.00, 107.50, 108.00, 108.50, 109.00, 109.50, 110.00, 110.50, 111.00, 111.50, 112.00, 112.50, 113.00, 113.50, 114.00, 114.50, 115.00, 115.50, 116.00, 116.50, 117.00, 117.50, 118.00, 118.50, 119.00, 119.50, 120.00, 120.50, 121.00, 121.50, 122.00, 122.50, 123.00, 123.50, 124.00, 124.50, 125.00, 125.50, 126.00, 126.50, 127.00, 127.50, 128.00, 128.50, 129.00, 129.50, 130.00, 130.50, 131.00, 131.50, 132.00, 132.50, 133.00, 133.50, 134.00, 134.50, 135.00, 135.50, 136.00, 136.50, 137.00, 137.50, 138.00, 138.50, 139.00, 139.50, 140.00, 140.50, 141.00, 141.50, 142.00, 142.50, 143.00, 143.50, 144.00, 144.50, 145.00, 145.50, 146.00, 146.50, 147.00, 147.50, 148.00, 148.50, 149.00, 149.50, 150.00, 150.50, 151.00, 151.50, 152.00, 152.50, 153.00, 153.50, 154.00, 154.50, 155.00, 155.50, 156.00, 156.50, 157.00, 157.50, 158.00, 158.50, 159.00, 159.50, 160.00, 160.50, 161.00, 161.50, 162.00, 162.50, 163.00, 163.50, 164.00, 164.50, 165.00, 165.50, 166.00, 166.50, 167.00, 167.50, 168.00, 168.50, 169.00, 169.50, 170.00, 170.50, 171.00, 171.50, 172.00, 172.50, 173.00, 173.50, 174.00, 174.50, 175.00, 175.50, 176.00, 176.50, 177.00, 177.50, 178.00, 178.50, 179.00, 179.50, 180.00, 180.50, 181.00, 181.50, 182.00, 182.50, 183.00, 183.50, 184.00, 184.50, 185.00, 185.50, 186.00, 186.50, 187.00, 187.50, 188.00, 188.50, 189.00, 189.50, 190.00, 190.50, 191.00, 191.50, 192.00, 192.50, 193.00, 193.50, 194.00, 194.50, 195.00, 195.50, 196.00, 196.50, 197.00, 197.50, 198.00, 198.50, 199.00, 199.50, 200.00, 200.50, 201.00, 201.50, 202.00, 202.50, 203.00, 203.50, 204.00, 204.50, 205.00, 205.50, 206.00, 206.50, 207.00, 207.50, 208.00, 208.50, 209.00, 209.50, 210.00, 210.50, 211.00, 211.50, 212.00, 212.50, 213.00, 213.50, 214.00, 214.50, 215.00, 215.50, 216.00, 216.50, 217.00, 217.50, 218.00, 218.50, 219.00, 219.50, 220.00, 220.50, 221.00, 221.50, 222.00, 222.50, 223.00, 223.50, 224.00, 224.50, 225.00, 225.50, 226.00, 226.50, 227.00, 227.50, 228.00, 228.50, 229.00, 229.50, 230.00, 230.50, 231.00, 231.50, 232.00, 232.50, 233.00, 233.50, 234.00, 234.50, 235.00, 235.50, 236.00, 236.50, 237.00, 237.50, 238.00, 238.50, 239.00, 239.50, 240.00, 240.50, 241.00, 241.50, 242.00, 242.50, 243.00, 243.50, 244.00, 244.50, 245.00, 245.50, 246.00, 246.50, 247.00, 247.50, 248.00, 248.50, 249.00, 249.50, 250.00, 250.50, 251.00, 251.50, 252.00, 252.50, 253.00, 253.50, 254.00, 254.50, 255.00, 255.50, 256.00, 256.50, 257.00, 257.50, 258.00, 258.50, 259.00, 259.50, 260.00, 260.50, 261.00, 261.50, 262.00, 262.50, 263.00, 263.50, 264.00, 264.50, 265.00, 265.50, 266.00, 266.50, 267.00, 267.50, 268.00, 268.50, 269.00, 269.50, 270.00, 270.50, 271.00, 271.50, 272.00, 272.50, 273.00, 273.50, 274.00, 274.50, 275.00, 275.50, 276.00, 276.50, 277.00, 277.50, 278.00, 278.50, 279.00, 279.50, 280.00, 280.50, 281.00, 281.50, 282.00, 282.50, 283.00, 283.50, 284.00, 284.50, 285.00, 285.50, 286.00, 286.50, 287.00, 287.50, 288.00, 288.50, 289.00, 289.50, 290.00, 290.50, 291.00, 291.50, 292.00, 292.50, 293.00, 293.50, 294.00, 294.50, 295.00, 295.50, 296.00, 296.50, 297.00, 297.50, 298.00, 298.50, 299.00, 299.50, 300.00, 300.50, 301.00, 301.50, 302.00, 302.50, 303.00, 303.50, 304.00, 304.50, 305.00, 305.50, 306.00, 306.50, 307.00, 307.50, 308.00, 308.50, 309.00, 309.50, 310.00, 310.50, 311.00, 311.50, 312.00, 312.50, 313.00, 313.50, 314.00, 314.50, 315.00, 315.50, 316.00, 316.50, 317.00, 317.50, 318.00, 318.50, 319.00, 319.50, 320.00, 320.50, 321.00, 321.50, 322.00, 322.50, 323.00, 323.50, 324.00, 324.50, 325.00, 325.50, 326.00, 326.50, 327.00, 327.50, 328.00, 328.50, 329.00, 329.50, 330.00, 330.50, 331.00, 331.50, 332.00, 332.50, 333.00, 333.50, 334.00, 334.50, 335.00, 335.50, 336.00, 336.50, 337.00, 337.50, 338.00, 338.50, 339.00, 339.50, 340.00, 340.50, 341.00, 341.50, 342.00, 342.50, 343.00, 343.50, 344.00, 344.50, 345.00, 345.50, 346.00, 346.50, 347.00, 347.50, 348.00, 348.50, 349.00, 349.50, 350.00, 350.50, 351.00, 351.50, 352.00, 352.50, 353.00, 353.50, 354.00, 354.50, 355.00, 355.50, 356.00, 356.50, 357.00, 357.50, 358.00, 358.50, 359.00, 359.50, 360.00, 360.50, 361.00, 361.50, 362.00, 362.50, 363.00, 363.50, 364.00, 364.50, 365.00, 365.50, 366.00, 366.50, 367.00, 367.50, 368.00, 368.50, 369.00, 369.50, 370.00, 370.50, 371.00, 371.50, 372.00, 372.50, 373.00, 373.50, 374.00, 374.50, 375.00, 375.50, 376.00, 376.50, 377.00, 377.50, 378.00, 378.50, 379.00, 379.50, 380.00, 380.50, 381.00, 381.50, 382.00, 382.50, 383.00, 383.50, 384.00, 384.50, 385.00, 385.50, 386.00, 386.50, 387.00, 387.50, 388.00, 388.50, 389.00, 389.50, 390.00, 390.50, 391.00, 391.50, 392.00, 392.50, 393.00, 393.50, 394.00, 394.50, 395.00, 395.50, 396.00, 396.50, 397.00, 397.50, 398.00, 398.50, 399.00, 399.50, 400.00, 400.50, 401.00, 401.50, 402.00, 402.50, 403.00, 403.50, 404.00, 404.50, 405.00, 405.50, 406.00, 406.50, 407.00, 407.50, 408.00, 408.50, 409.00, 409.50, 410.00, 410.50, 411.00, 411.50, 412.00, 412.50, 413.00, 413.50, 414.00, 414.50, 415.00, 415.50, 416.00, 416.50, 417.00, 417.50, 418.00, 418.50, 419.00, 419.50, 420.00, 420.50, 421.00, 421.50, 422.00, 422.50, 423.00, 423.50, 424.00, 424.50, 425.00, 425.50, 426.00, 426.50, 427.00, 427.50, 428.00, 428.50, 429.00, 429.50, 430.00, 430.50, 431.00, 431.50, 432.00, 432.50, 433.00, 433.50, 434.00, 434.50, 435.00, 435.50, 436.00, 436.50, 437.00, 437.50, 438.00, 438.50, 439.00, 439.50, 440.00, 440.50, 441.00, 441.50, 442.00, 442.50, 443.00, 443.50, 444.00, 444.50, 445.00, 445.50, 446.00, 446.50, 447.00, 447.50, 448.00, 448.50, 449.00, 449.50, 450.00, 450.50, 451.00, 451.50, 452.00, 452.50, 453.00, 453.50, 454.00, 454.50, 455.00, 455.50, 456.00, 456.50, 457.00, 457.50, 458.00, 458.50, 459.00, 459.50, 460.00, 460.50, 461.00, 461.50, 462.00, 462.50, 463.00, 463.50, 464.00, 464.50, 465.00, 465.50, 466.00, 466.50, 467.00, 467.50, 468.00, 468.50, 469.00, 469.50, 470.00, 470.50, 471.00, 471.50, 472.00, 472.50, 473.00, 473.50, 474.00, 474.50, 475.00, 475.50, 476.00, 476.50, 477.00, 477.50, 478.00, 478.50, 479.00, 479.50, 480.00, 480.50, 481.00, 481.50, 482.00, 482.50, 483.00, 483.50, 484.00, 484.50, 485.00, 485.50, 486.00, 486.50, 487.00, 487.50, 488.00, 488.50, 489.00, 489.50, 490.00, 490.50, 491.00, 491.50, 492.00, 492.50, 493.00, 493.50, 494.00, 494.50, 495.00, 495.50, 496.00, 496.50, 497.00, 497.50, 498.00, 498.50, 499.00, 499.50, 500.00, 500.50, 501.00, 501.50, 502.00, 502.50, 503.00, 503.50, 504.00, 504.50, 505.00, 505.50, 506.00, 506.50, 507.00, 507.50, 508.00, 508.50, 509.00, 509.50, 510.00, 510.50, 511.00, 511.50, 512.00, 512.50, 513.00, 513.50, 514.00, 514.50, 515.00, 515.50

Ratajack-Miller Duo Heads MOA

EDITORIAL

Brilliant Selection

The board of directors of the Music Operators of America is to be congratulated for its selection of Ed Ratajack to the newly created post of managing director.

In his new position, Ratajack will act as a co-equal with President George A. Miller in directing the activities of the national juke box operator group.

Now that the selection has been made, we can go on record to the effect that a more qualified man could not have been picked. The veteran AMI executive has at all times displayed an understanding of the operator and a knowledge of the business that is all too rare.

AMI will undoubtedly miss the services of Ratajack. But AMI's loss is the industry's gain. Operators everywhere will benefit from Ratajack's judgment and maturity in his new post.

Miller, whose schedule would be physically exhausting for a man of his years, will probably be able to pace himself. And that is as it should be.

The Miller-Ratajack combination will provide MOA with the caliber of leadership enjoyed by few other trade associations. Finally, our personal best wishes go to Ratajack in his new post. We are sure these wishes are shared by everyone who knows the man.



George Miller



Ed Ratajack

AMI Exec to New Post; Miller Term Extended

By AARON STERNFIELD

MIAMI BEACH, Fla. — Ed Ratajack, Ratajack vice-president of AMI and executive vice-president of Rowe-AMI Sales, has been named to the newly created post of managing director and coordinator of the Music Operators of America.

The announcement was made at the Deauville Hotel here this week during the MOA board meetings. Ratajack will start Thursday (11-10) at the same time.

At the same time, the MOA board announced that George A. Miller, MOA president and executive director since the organization was founded, has been signed to a three-year contract.

Dual Executive
The Miller-Ratajack combination will have dual executive responsibilities, with Miller continuing to work from Oakland, Calif., and Ratajack setting up a Chicago office. Ratajack is expected to open the office and assume his new duties around February 1.

Office work will be split between the two headquarters, with Miller handling the insurance plans and Ratajack in charge of convention arrangements, legislation and membership. Two secretaries will work in the Oakland office, while one will work in Chicago.

To date, AMI has no announcement on when Ratajack's successor will be.

The possibility of opening a Chicago office for MOA had been under consideration since the year that this office had been envisioned as a branch of the Oakland headquarters.

Under the new arrangement, both Chicago and Oakland offices will be at the policy-making level. Other than the appointment of Ratajack, most of the business activity was devoted to plans for the 1961 MOA convention, to be held at the Deauville May 15-18.

The following directors were present at last week's meetings: John A. Wallace, Oak Hills, W. Va.; James K. Hutzler, Marlborough, W. Va.; Norman Gelfe, Sioux Falls, S. D.; Maynard Hopkins, Gallon, O.; William E. Hallinger, Delphos, O.; Albert S. Denver, Brooklyn, Texas; George Glasco, N. Y.; Carl Pavese, White Plains, N. Y.; J. Harry Snodgrass, Albuquerque, N. M.; William Cannon, Haddonfield, N. J.; Joseph Lederman, Newark, N. J.; Howard N. Ellis, Omaha; John H. Fling, Kansas City, Mo., and Irv Lindholm, Detroit Lakes, Minn.

Also present were: F. J. Buchanan, Mich.; Clinton S. Pierce, Broadhead, Wis.; Herbert M. Tonnell, Appleton, Wis.; Ralph Ridgeway, Springfield, Mass.; A. L. Pierce Jr., Manhattan, Kan.; Victor H. Osterger, Gary, Ind.; Paul M. Brown, Chicago, Louis; C. A. Rockford, Ill.; Les Mintooh, Miami, Fla.; William Blatt, Peoria, Ill.; James F. Toliano, S. Petersburg, Fla.; Max Hurvich, Birmingham; Gabe Orland, Los Angeles, and C. G. Sills, Oakland, Calif.

Ratajack has been with AMI since 1949. He joined the firm as regional sales manager, subsequently becoming vice-president and later vice-president in charge of sales. Thru the years, Ratajack was credited with building up a strong distributor network for AMI, plus working closely with President John Haddock in developing numerous improvements now used on their current models.

Haddock and Ratajack became known through the industry as a close-working team. At the time Ratajack joined the firm, AMI was producing the Model B and the company was in bankruptcy, with net worth at less than \$100,000.

(Continued on page 74)

France Ready for Game, Phono Boom Powered by U.S. Exports

By OMER ANDERSON

PARIS — France promises the complete unfettering of coin machine imports by April, 1961.

The Ministry of Trade official said, "American coin machine exporters can count on having untrammelled access to the French domestic market by the end of April next year."

By then we will have swept away all quota restrictions on the importation of U.S. coin-operated equipment into this country. We are working out precise schedules now and there will be no delays."

Games First

The trade ministry intends freeing all coin games and vending machine equipment next January and following up with juke boxes and miscellaneous equipment in April.

The liberalization encompasses French trade with the dollar zone and countries belonging to the General Organization for European Economic Co-Operation (OEEC).

"This means," a trade ministry spokesman interpreted, "that after next January all coin machines

and vending equipment can be imported from these areas subject only to payment of normal tariffs, and that music boxes and miscellaneous equipment such as coin projects will be unfettered similarly in April."

Draft Details

The trade ministry spokesman said detailed schedules were being drafted in his service.

Last July, France partially liberalized pinball machines (called "clippers" in Europe) imports. The July measure provided that new pinball machines (not used equipment) could be imported from the United States or nations belonging to the European Common Market (that not from any other nation). The new schedule to be issued in January will include use as well as new "clippers," and will expand the countries of origin of such imports to all the OEEC lands.

Face Fight

Already French manufacturers are digging in against anticipated American competition. French producers are stalling with astronomical claims.

(Continued on page 84)

Music, Game Trade Banners Fly At NAMA Florida Convention Halls

MIAMI BEACH, Fla. — Music machine and amusement game industry leaders were very much in evidence here Thursday through Tuesday (28-2) at the 1960 convention of the National Automatic Merchandising Association.

Such old coin machine standbys as Bally, Rock-Ola, AMI and Seeburg were represented on the exhibit floor at convention hall, while Williams' sister company, Schroeder IVI, was also active at the show.

The board members of the Music Operators of America held their deliberations at the Deauville Hotel while the NAMA convention was in progress (see separate story), and the board members of the National Vendors Association was conducted at the Carillon Hotel at the same time.

Background Music

For the first time in the history of the NAMA, two background music units—AMI's and Seeburg's—were shown on the convention floor. This follows the pending move of NAMA to admit juke box operators under certain conditions,

Biggest surprise of the convention—from the coin machine viewpoint—was the blossoming out of Rock-Ola as a full-line vending manufacturer. The juke box manufacturing firm—thru its Fred Heibel Machine Co.—displayed a line for hot beverage, cold drink, bulk milk, cigarette, candy and ice cream machines.

The company's new cigarette machine is a manual model with 25 racks and a capacity of 525 cigarettes and additional storage capacity for 30 cartons. The milk machine serves 160 eight-ounce cups, while the hot beverage machine (coffee, tea or chocolate with milk and sugar selections) has a cup capacity of 800. Two other new hot beverage machines offer selections of coffee or hot chocolate. The chocolate, soup and two cold non-carbonated drinks.

Bally came up with six new coffee machine models. The Bally 597 vendes four selections of coffee, hot chocolate, soup and two cold non-carbonated drinks.

Seeburg, which displayed its Model 1000 background music unit, also came up with a crushed ice maker for cold drink machines. Other Seeburg equipment included cigarette machines, hot drink units, and cup and bottle soft drink vendors.

The Rowe-AMI background music unit differs from the previous model only in size. It is one-third smaller. This unit was displayed with the full line of Rowe machines—cigarette, candy, pastry, sandwich hot food, cold drink, coffee and gum units, together with a bill changer.

Schroeder IVI, which is part of the same corporate structure as the Williams Electronic Manufacturing Corporation, showed its fresh-free coffee machine.

Among the new cigarette machines shown was the new Continental 20 Deluxe, the former with an F30-pack capacity and the latter with a 620-pack capacity.

National Vendors also showed a new 20-column manual, with a capacity of 520 packs.

NAMA Cig Panel Aids Commission Problems

MIAMI BEACH, Fla. — Operators with cigarette locations had better learn to live with advance commissions, according to a panel at the annual convention of the National Automatic Merchandising Convention, which met at the Fontainebleau Hotel here Sunday night (30).

Panel moderator was James H. Saxon, Saxon's, Inc., Charlotte,

N. C. Panelists were Frank Carstaphen, T. J. Carstaphen, Augusta, Ga.; Will Golden, California Cigarette Concessions, North Hollywood, Calif.; Ted L. Schwartz, Keelson Vending Company, Cincinnati, and M. L. Spratlan, Independent Cigarette Service, Miami.

Spratlan maintained that advance commissions to locations were a necessary evil, and the operators must pay these commissions to keep up with the competition.

Loans Are Asset

Golden agreed that the operator has no choice but to pay advance commissions, but he added that these advance commissions, if used judiciously, are an asset, not a detriment, to a successful operation.

Warning operators not to pay out these advance commissions better-seller, Golden pointed out that the loans are the same as a wholesaler's investment in an account when he gets that account 30 days' credit. He added that the investment insures the tenure of the supplier.

Subsidies

The reduction of cigarette company subsidies to operators came under scrutiny. It had been suggested that the reason many brands were carried in 20 and 30-column machines had been to pick up subsidy payments. With these subsidies reduced or eliminated, several operators said that would confine themselves to the 13 or 14 brands where account for 92 per cent of the sales and double up on the 8 per cent.

Most seem to feel that the fast pace of preference not covered would not be lost, as most would switch to a brand already stocked.

In several locations, Spratlan

(Continued on page 84)

NO MUSIC? HERE'S WRONG WAY TO FIX

ASBURY PARK, N. J. — When two local citizens put 50 cents in a juke box and got no music, they became irked. When they went to the tavern owner and asked for their money back and it was refused, they became downright sore. So they proceeded to throw their juke box into the tavern and were in the process of trying to load it into a taxi when police came was puz. The pair, Edward Bradford, 37, and Robert J. Brown, 24, told police they were going to take the machine home and get their money back. Police charged them with disorderly conduct. The tavern owner was taken to the tavern, and supposedly, the balky coin chute has been fixed.

Coin Machine Fail Business Reports Run Gamut

Boston Operators Diversifying With Cigs

BOSTON—While the coin machine business at this time in the Commonwealth of Massachusetts isn't as bad as it sounds, there is still good reason for a less than optimistic feeling about music and, particularly, games. If there is a bright patch it is in the area of diversification by game and music operators into the cigarette vending field.

Music in this territory suffered a setback a year and a half ago from which it hasn't yet recovered when a restriction of \$100 per year per machine was slapped on the music industry in Boston. Other cities, while not quite up to that level, levy taxes heavy enough to put a crimp in profits.

A blackout on all amusement games, with the exception of a couple of special spots, was imposed in Boston at the beginning of this year. Throughout the Commonwealth there are now 34 cities which have banished the games completely. Some are operating in private clubs, but the number out of commission runs into several thousands.

Of the operators and one-stops queried it seems apparent that record purchases have taken a loss over a year ago to the tune of from 5 to 10 per cent. The complaint that existed a year ago on the use of stereo disks is still valid—they aren't being produced in sufficient numbers, they lack variety—with the result that there are extremely limited in the area. One of the one-stops even stopped carrying stereo records.

Biggest volume in sales and purchases are in 45's, often, while Seeburg is coming along to some extent with 33 1/3's, operators feel production isn't strong enough to give them any variety in programming.

Grosses in music over a year ago are reported to range downward from 5 to 25 per cent, while games have taken a drop of as much as 50 per cent to a complete die of 100 per cent because of the ban. Operators

who have stayed solely with music have experienced as much as a 15 per cent jump in operational cost, while those who have gone into cigarettes and other types of vending are saying that, if anything, there are fewer locations, but there has been a good deal of weeding out of poor locations in an attempt to keep operational expenses down.

The growth of routes appears difficult to figure. It is the feeling of several distributors that routes are taking an upward trend but individual operators say that, if anything, there are fewer locations, but there has been a good deal of weeding out of poor locations in an attempt to keep operational expenses down.

A large percentage of operators have gone into vending in a small way with coffee, cold drinks and candy, but most success is being chalked up by those who have moved into the cigarette field. Most straight music operators appear to find cigarettes and cigarettes, but those who started out in cigarettes are moving in the direction of food vending, leaving music and games strictly alone.

There is an active interest in "doubling up" machines, and wherever possible, operators attempt to place the best of one first operator's machine at least music and cigarettes and have had good success with this policy. Operators are unaware of any location being serviced by more than one operator and are strongly opposed to the idea.

There are, of course, only about two dozen games of any kind in Boston because of the ban. The only spots in operation are at the Boston Airport and a couple of bus terminals which received special dispensation in a mysterious City Hall move. Even in cities where games are allowed they are licensed strictly for amusement, with license fees ranging from \$20 to \$40 in the various communities.

Music and game operators are just recently adding that equipment and on a rather cautious basis. Background music is common enough but confined to plush locations, private clubs, supermarkets and business institutions.

Few more machines are being added to most locations. Juke box, legal games and cigarette machine is the most popular combination at locations.

Games on locations stack up as follows: five-balls, 10 per cent to 15 per cent (no free plays); no hinge pull shuffle bowlers, 25 per cent; ball bowlers, 12 per cent; six-pocket pool, 15 per cent; bumper pool, 3 to 5 per cent; very few uprights; gun games generally limited to skating rinks, bowling alleys, outdoor parks, public buildings and Arcades.

Anti-gambling laws in all large Texas cities are rigidly enforced. State taxes showed an overall increase of 100 per cent as of last September 1. Cigarettes went from 3 to 8 cents a pack; kiddie rides, bowlers, amusement games, pool tables, shuffleboards with 10-cent slots, \$60 a year for each unit; same machine with 5-cent slots, \$30 a year each unit; pool tables with double 5-cent slots, \$60 a year each unit.

Since the new tax became effective, first payment was for six months, then testing operators six months' tax for an actual four-month period. Photographs and some other equipment were hit indirectly by new and increased taxes on component parts for such machines. There is no city or county tax.

There is a definite drop in profits. Most operators' rising costs are due to salaries being up, cost and up keep of trucks and cars on the rise, and the difficulty of getting good servicemen, with the result that many operators use a service company for out-of-way or older and repairs.

This area has seen a tremendous population growth with many new communities being added, the number of juke box and game locations are down. This is due to many operators being unable or unwilling to keep equipment in marginal locations. They feel they are better off with less locations, so long as these locations show a fair profit.

Equipment is too expensive today to hold on to a poorer stop in the hopes that it will pick up in the future. Many operators, to offset the decrease in juke box or music and game locations, have begun to look around for other types of equipment that

(Continued on page 73)

European News Briefs

Location Contracts Court Topics

BONN—The West German operator associations are embarking on a legal campaign to clarify the issue of location contracts. The associations have been faced with complaints that location proprietors are violating agreements in order to get more favorable terms from rival operators. There is considerable dispute as to what constitutes a binding agreement and the grounds for voiding agreements. One school of legal thought contends that operator agreements with location proprietors are in violation of West German laws permitting freedom of business competition. Location contracts, according to this theory, are in effect measures in restraint of trade. It has been argued in recent court cases that every juke box operator was obligated competitively against any and all challengers, to the end that the public might receive the best service. The operator associations take the position, however, that the end result would be not better service for the public but anarchy and chaos for all concerned. A number of suits are now in the courts, and as the decisions are handed down they will be organized into a system of precedents upon which to key agreements between operators and location proprietors.

Belgian Juke Box Ratio: 240:1

BRUSSELS—A juke box census by the Belgian industry shows Belgium to have the largest number of boxes per capita in Europe. There are 37,000 boxes in operation for this country's 8,875,000 inhabitants. This is not only the densest juke box concentration in Europe but in the world, claims the Belgian industry. It is estimated that a full 70 per cent of the machines on Belgian locations are of American manufacture. The popularity of American boxes is attributed mainly to reliability but also to merchandising factors. The Belgian port of Antwerp is the European coin machine crossroads, the main port of entry for U.S. coin machine exports to Europe. American boxes were the first boxes available in Europe after the war for at least the first seven postwar years, and U.S. boxes sold heavily in Belgium because of the ease of access as well as quality. Belgium is the European home for a large number of American firms, among them General Motors and Chrysler, and this fact has helped establish the dominant position of the U.S. juke box.

Special Police Ready for Africa

WEST BERLIN—Beromat of West Berlin is gearing for an invasion of the expanding African market with what it advertises as "the right box for the right place at the right time." Beromat's "right box" is a self-contained machine especially designed for tropical countries. Beromat, an arm of Wulff Apparaturbau, offers a 200-selection console, a 120-selection console and a wall box designed to be "heard but not seen." Beromat is believed to be the right range of machines designed for tropical locations with air-conditioning arrangements that keep the records from warping. The air-conditioning device is controlled thermostatically. Beromat's H. Harmsen says a vertical change in the Seeburg manner, but with an original internal mechanism. Harmonics come equipped with popularity meters.

German Payouts Set for Britain

HAMBURG—West Germany is pressing the export of payout machines to Britain in anticipation of liberalization of British gaming laws, effective next January 1. The German machines are of the "mint" format, which mainly features variations of the roulette theme. "Mint" exports have climbed to around \$200,000 monthly, and the Germans believe this is only the beginning. Some German industry experts claim that the British market is being swamped with U.S. style "fruit" machines. They believe German machines stand a good chance in the British market as a "change of pace" from the fruit machines.

Swiss Firm Makes Rifle Game

BASEL, Switzerland—A Swiss firm, Paul Haas of Basel, is producing a new rifle target coin machine. The machine, based on the legendary Swiss passion for marksmanship, is called the "Tell" and has a standard, precision-made Swiss target rifle. It is operated by an automatic coin device vending five shots for 20 pennings, although the price may be adjusted upward. The machine comes equipped with a target scoring device, automatic cartridge ejector, and a telescopic sight. The game in effect duplicates standard rifle match competition. The Paul Haas firm advertises "Tell" as a precision-engineered and authentic marksmanship training device.

New Seeburg Production Base?

FRANKFURT—Bechhofer Company of New York has established a West German subsidiary at Frankfurt, Bechhofer G.M.B.H. The Bechhofer German subsidiary will handle the single disk vending machine. Top Ten music and products of Seeburg-Choice Vending United Sound and Signals, in addition to premium equipment. The German coin machine industry is speculating that Bechhofer, once securely based here, will undertake manufacturing operations, including the licensed manufacture of an American juke box. The German industry is noting that Seeburg alone of the major American juke box producers as yet has undertaken no direct European-based production.

Houston Has Money, Wants New Games

HOUSTON—Most operators in this area are waiting and hoping for some new type of coin game. They claim they have not made any real money since pool games "leveled off" here. They have the money and will spend it "as soon as manufacturers come across." The United-Bonco coin game isn't a player appeal here, with size rather than price its one drawback.

Juke box purchases in the Houston area are approximately 20 per cent higher than last year. The fact that the Houston metropolitan area was the fastest growing in the nation is reflected in more new locations. Probably 75 per cent of the operators here are willing enough to put a late model phonograph on an ordinary location to hold the area for games, pool, bowler, cigarette vendors.

Very little change has occurred in the use of EP's and 33 1/3's stereo records. Use of stereo single records is definitely up.

Juke box and other grosses are up at least 15 per cent. Net profits are down 8 to 10 per cent. Operation costs are up because of higher wages and salaries, increased cost of equipment, increased automobile insurance (liability and property compulsory) and other costs relating to transportation, and higher taxes.

More locations are active because of the tremendous building boom. New locations are generally served with a juke box surrounded by legal games, pool tables, bowlers, cigarette machines.

Miami Operators Cut Record Purchases

MIAMI—Two there is a difference of opinion as to how good or bad business it is in this area, there is no question as to record purchases: down, and by at least 15 per cent. Much of this drop as compared to last year seems to be due to operators not attempting to fill their new machines with stereo disks. Any new juke boxes set out have the top 20 or 30 tunes, and the rest fill-ins from the operator's library.

Most operators questioned would still like to use stereo records if they were available, but have just about given up trying to buy them. Many operators feel that the record companies have let them down in failing to supply one-stops with the stereo title. Even the new 33 1/3's disks are not available in most of the one-stops or from distributors in Florida and the Caribbean area.

Juke box and game grosses range from the same to almost 20 per cent down, with the average being about 10 per cent off. With operational costs up,

Miami Operators Cut Record Purchases

• Continued from page 72

would fit into their present spots, namely cigarette machines. Better than half of the music operators are now in the cigarette vending business, too—and they like it more and more.

With many new locations demanding bonus payments or advance commissions on equipment installed, operators are finding it almost a necessity to equip these locations completely: music, cigarette machine, game, and pool table. This becomes an expensive set-up, operators find it economically advantageous. Operating all the equipment in a location now means that if one piece doesn't do so good, or other equipment now may be able to carry the load.

In the case of many operators who service their own machines, one stop now means they can service four or five pieces of equipment. One oddity is that many juke box operators operate cigarette machines, too, whereas few game operators double up with other equipment.

Rough Season for Milwaukee Operators

MILWAUKEE—This has been a rough fall season for Beer City game operators. Internal Revenue Service officials have taken the stern viewpoint that coin machines with so-called gaming features are subject to imposition of the federal \$250 gambling tax.

Results: This town has been denied of bingo pinball games. Operators have managed to fill the breach fairly well with other games that meet all legal requirements. "But, it is nowhere as good as it used to be," game operators admit.

Meanwhile an attempt is being made by the Milwaukee Coin Machine Operators' Association to obtain a clear, official definition of what is and what isn't legal. "We can't get the various branches of the government to agree in this matter," says Sam Hastings, Hastings Distributing Company, association president. "Until we do, the games business will show little improvement."

Most operators claim, meanwhile, that they are getting fairly good results now with shuffle bowlers. Takes are budding up particularly well with the 14 and 16-foot ball bowlers. Six-pocket pool games have gained new popularity, but the bumper pool units are found in only a few locations. Baseball games are popular for a fair amount of action during the summer and fall, and with the World Series over, baseball games are heading for the methballs.

A noticeable trend to diversification exists here. A greater number of coin firms are now offering locations music, games, cigarettes and even coffee vending equipment.

Cigarette vending has taken on greater importance in his firm's over-all picture, says Jerome (Red) Jacomet, Red's Novelty Company. "We have to offer locations a package today, in order to land and keep the good ones," he says.

The move to diversify, he adds, has been going on for some time. "Any firm that is starting just now to diversify is going to find it tough," he says. "Competition is very keen. We started a couple of years ago."

Philly Favors Music-Cig-Pin Combination

PHILADELPHIA—Collections seem to be a shade below those of a year ago, according to a survey of the tri-State area of Pennsylvania, New Jersey and Delaware. But a check of distributors showed that business was "pretty much the same" as the fall of 1959.

There were many opinions expressed by collectors as to the reason collections were off somewhat. Abe Witsen, of the Scott Crosse Company, blamed it on the lack of overtime being made by the working class people. "The overtime just isn't there like it was last year," he reasoned. Therefore the people don't have that much extra money to put into coin machines.

But despite this slight drop-off, operators here continue to work their locations by themselves for the most part. The large percentage of the operators rely on "double up" with other operators at a location, and don't.

The most popular combination of machines on a location continues to be the music and cigarette and the music-cigarette-pin. The latter is found in almost every teen-age gathering place.

The operators are not getting too excited over the fact they are running a little behind last year. There is no wholesale dropping of locations. "Sure, we pulled out machines out of some spots because

The juke boxes outnumber by far any other type of amusement device, there is hardly a music location that doesn't have some type of game. In rough order of popularity are ball bowlers, shuffle alley, six-pocket pool tables, pin games, with the rest of the games bringing up the rear. There are no bingo pin games, operating, and, of course, no free play on the five-balls.

Miami charges \$250 for a master license, which every operator must have. In addition, he must also purchase an \$18.75 license for each individual machine. The State and county combine for another license, which costs \$7.50. These fees hold true for each machine, whether juke box or amusement device.

To sum up, equipment and cost of operating is up, and collections are down, but good routes are not for sale—not at a reasonable price, that is.

Juke box receipts are holding at about the same level as a year ago. Profits, however, continue to slip, operators maintain. Overhead charges are blamed for much of the profit dip.

"It is the accumulation of a lot of annoying increases in operational costs that makes the difference in many instances between profit and loss this fall," observes Harry Jacob, Jr., Universal. He pointed to recently boosted telephone-answering service and insurance rates plus higher rents as some of the items that have added to his firm's overhead.

Jim Hudy and Mike Boumeier, partners in the B. & H. Amusement Company, reported that their overhead costs had surged "about 25 per cent over last year."

Despite some glum reports, most coin firms here agree there has been an actual growth in the number of juke boxes on location. While the number of Milwaukee taverns has dropped slightly in recent years, operators are filling in the void by searching out other types of music spots.

Most music operators checked claim they bought more records this year to date than in 1959. "We bought more records this year simply because we are operating more juke boxes," says Red Jacomet. "We didn't buy more records per unit, however."

EPs are being increasingly used on the Red's Novelty Company routes. "There aren't enough good EP albums being made for juke box use, however," he says. "We'd like to buy a lot more if they were available. It would help out receipts. We are getting 15 cents straight and two EP plays for a quarter in our locations."

Agreement was general among operators that they would increase their purchases of stereo disks if more of the late hits were available.

Doug Opitz, Wisconsin Novelty Company, was one of the few operators reporting that he was using 33½ r.p.m. disks. "We've got them in about three or four spots," he said. "Results are satisfactory but not outstanding."

They weren't making any money," one operator reported, "but we have also added a few new ones. This is normal. We are managing to keep the same number of pieces on location."

Of course, operation costs aren't affected by the drop in receipts. They continue to rise all the time.

As for taxes, each community enacts its own. Pennsylvania levies no State tax. Philadelphia hits each pinball and music machine with a \$25 assessment.

The favorite type of game continues to be the old standby—the pinball machine. Some people have reported a renewed interest in pool, however.

As for juke box buys and record purchases, there seemed to be a difference of opinion. A spokesman for Eastern Music Systems reported the stereo sales and the 33½ disks moving well. However, Witsen reported that his one-stop was not doing much with the 33½ records and that the LPs were going strong. In this case it must be remembered that Eastern is the local Seeburg distributor and would be doing more with stereo than other people.

Another one-stop had this to say about record sales: "Operators are the same all the time. When things are going bad and their collections are dropping, they blame it on the

(Continued on page 74)



Joe Ash says . . .
CONTACT
ACTIVE
FOR
PINBALLS
THE LARGEST DISTRIBUTOR OF
PINBALL GAMES IN THE WORLD!

Exclusive Eastern Distributors for Eastern
Pennsylvania, North Jersey and Delaware.

AMUSEMENT MACHINES CO.
c/o H. B. Brock Co., 1010 N. 20th St.,
Philadelphia 16-55
Telephone 5-6455

Finland ALWAYS desired
on ACTIVE WAYS

IRRESISTIBLE!

SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

**ARTIST OF
THE WEEK**

IN FABULOUS 33½ HI-FI STEREO

Come in and see it this weekend!

LIEBERMAN MUSIC COMPANY

257 Plymouth Ave., North, Minneapolis, Minn.

Phone: Federal 9-0031

IRRESISTIBLE!

SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

**ARTIST OF
THE WEEK**

IN FABULOUS 33½ HI-FI STEREO

Come in and see it at Webster Hall Hotel, 4400 5th Ave., Pittsburgh,
Pa., Sunday, November 13, noon till 7:00 p.m. Refreshments

ATLAS MUSIC CO.

2231 Fifth Ave. Pittsburgh 19, Pa.

WE HAVE THE EQUIPMENT YOU NEED

Laguna Beach	\$395.00	Miss America	\$115.00
County Fair	\$45.00	Sun Valley	\$125.00
Ballerina	\$445.00	Big Show	\$65.00
Sea Island	\$255.00	Key West	\$75.00
Carnival Queen	\$225.00	Show Time	\$75.00
Beach Time	\$225.00	Cypress Gardens	\$155.00

EXPERIENCE EXPORTERS

COIN MART, INC.

1055 Baronne St. New Orleans, La.
Phones: MA 3931—JA 2-7137

IRRESISTIBLE!

SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

ARTIST OF THE WEEK

IN FABULOUS 33½ HI-FI STEREO

Come in, and see it this weekend!

W. B. MUSIC CO., INC.

2900 Main St., Kansas City 8, Mo. Ph. JE 1-5715

IRRESISTIBLE!

SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

ARTIST OF THE WEEK

IN FABULOUS 33½ HI-FI STEREO

Come in and see it this weekend!



A Quarter Century of Service

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE.

CHICAGO 47, ILL., U. S. A.

Admission 6-5005

GIVE TO DAMON RUNYON CANCER FUND

Philly Favors Music-Cig-Pin Combination

• Continued from page 73

lack of good records. But when the collections go up, we stop hearing these complaints. It never fails."

Leon Talsen, manager of the Pennsylvania Amusement Machine Operators' Association and a Harrisburg distributor, reports things in the capital city are better than this time a year ago. He added that almost every kind of equipment is on location. "The people of Harrisburg are a value," he said.

One interesting reply was made by Albert

M. Rodwin, president of the Banner Specialty Company in Philadelphia. When asked how his firm was doing compared to last year, he said: "I don't know. I've been so busy with the new Bawl-A-Rama game that I haven't had time to compare my records with 1959."

To sum up: Collections on the most part, seem to be off slightly from the fall of 1959. But it is nothing to worry about. Most coinmen think things will get better before long.

Collections Drop Off on Cleveland Routes

CLEVELAND—Coin machine collections in music, games and cigarettes have slipped about 30 per cent below 1959. This downward slide has been greeted by steel producers and processors and metal-working firms operating here at about one-half capacity.

Wage earners employed in these industries account for nearly half of the metropolitan area's working force.

"How can you blame people for throwing few coins into music and game machines when they are working four days a week," said one operator, in disgust.

The slide in the coin machine industry was first tilted downward about three years ago. Although leveling itself occasionally, the direction hasn't shown an upward inclination since then. Here is the record in Cleveland: music, down 25 per cent; games, down 30 per cent; profits, down 35 per cent; operational costs, up 4 per cent; route growth, up 4 per cent; record buying (all), 7.5 per cent; stereo, no change, and 33½, no report.

Reflecting the drop in music collections was a 7.5 per cent average hike in all record purchases. "We upped our disk buys about 15 per cent this year to keep fresh music in all locations," said Thomas W. Miller, head of Associated Enterprise. "When business is dropping only new selections can help balt the fall." He credits 33½ r.p.m. platters for picking up his music dollar volume.

Most operators are cautious about the news of 33½ records and equipment. Said Hyman Silverstein, head of Excel Phonograph Company: "I purchased some 33 equipment because it looked like a good thing. But experience hasn't borne out my early enthusiasm."

Morris Gisser, head of Cleveland Coin Machine Company, and Joseph Abraham, president of Lake City Amusement Company, agree that 33½ has had small impact on this area so far.

"People aren't going for stereo," said Helen Dugan, head of Dugan Music Company. "A tavern is no place for stereo because people can't hear it clearly enough to dis-

tinguish the difference between it and hi-fi.

Most patrons can't recognize the difference between stereo and hi-fi even when they can hear it and few seem to care," Edward Curry, of Edward Curry Music Company, reports the lack of available pop selections in stereo.

Music collections have not dipped as deeply as game income. In fact, Hy Silverstein, of Excel, is one of the few operators showing a 5 per cent overall hike for the year. Edward Kenny, of Kenny's Amusement Company, reported the sharpest drop in the area with a 40 per cent fall in collections.

Profits, of course, have declined with the drop in sales and the rise in operating costs—up 4 per cent this year.

George George, head of G. M. Music Company, noted higher operating costs in the area of replacement parts. Higher labor costs and higher equipment costs were cited by Alan Kleinman, chief of Advance Music Company. Mollifying this view is Mrs. Robert K. Williams, president of S. L. & L. Clary Company. She said: "Operational costs held proportionately to our rise in dollar volume. Most operators are agreed that operating costs are rising too high."

All firms reporting said new locations held the line with those spots lost. Some have increased routes by as much as 15 per cent. Most additions are due to the purchase of existing routes.

There is much doubling-up of more than one type of equipment in a single location by one operator. Combinations of music and games and music, games and cigarettes are very popular here. Most common combinations are music, a bawler and cigarettes. More than one operator will team up in a single location.

Bowlers, both shuffle and ball, and gun games are popular. Pinballs (bingo and five-ball), six-pocket and bumper pool are not approved for operation within the city. There is a \$10 city tax on music and games. No free plays are permitted. Helen Dugan, operating Dugan Music in a nearby county, reports pool tables are allowed and are among her best games.

Dallas Disk Buying Up, But Stereo Lags

DALLAS—A general survey of the coin machine business in this area shows no great increase this fall as compared to last fall, the estimates say to the upwelling or downwelling of business varied with each operator and distributor questioned.

"Biggest gainer on the plus side seems to be the juke box record purchases. Some operators estimated the gain to be as great as 50 per cent over the same period last year, although less stereo disks are being used up because, as one distributor pointed out, a great number of the popular tunes are not available in stereo.

Another type record which is down from last fall is the EP, with very little of this type disk being used at all. There were also very few being used last year. Disks of the 33½ variety are practically nonexistent here.

As for juke and game grosses, J. M. Browning, of J. M. Browning Coin Machine Exchange, refused to hazard a guess, stating that some say grosses and profits are down, while some say they are up. He also said that there is no outstanding increase in operational costs.

The number of locations appears to be about the same, with cigarette and music machines being the most prevalent type here. As for the machines being added to existing and new locations, the most common are game, music and cigarette.

The number of machines on location are up, with the increase over that of the same period last year about 20 per cent. All the operators and distributors questioned agreed that a great amount of this increase is due to the area's population gain.

All types of machines have been and are being added, with no one willing to break down the increases into percentages for each particular machine, the one operator did say that juke boxes have increased by about 10 per cent, while cigarette machines have declined by about 10 per cent.

Machines on location in the Dallas sector are juke boxes, music machines, cigarette machines and five-ball machines, with percentage of each type located was not available.

One thing opinion was unanimous and that is that the tax situation is practically the same as it was last year, there having been no increase.

Ratajack, Miller Head MOA

• Continued from page 71

At the time of the recent sale of AMI to Automatic Canteen, net worth was approximately \$3 million.

Prior to joining AMI, Ratajack had been with the Coin Machine Acceptance Corporation as vice-president in charge of sales. Prior

to that he was in a banking career, interrupted for three years by his European service during World War II.

Ratajack has always been an active and well-known figure throughout the coin machine industry. He is a director of the newly formed

Coin Machine Council, public relations arm of the coin machine industry, has long been active in various capacities with MOA, and together with Haddock, represented AMI on the juke box manufacturers' association.

He graduated from Northwestern University in 1942, majoring in commerce. He is active in numerous civic and philanthropic organizations and resides with his wife and son in suburban Evanston.

HELP YOUNGSTERS HAVE FUN

Juke Box Dance Clubs Flourishing In W. Germany—Community Backed

WEST BERLIN—West Germany's juke box trade is expanding in dancing club idea into nationwide venture which commands tremendous public relations rewards. The municipally supported youth clubs attract teen-agers who dance to juke box music.

Such youth clubs are flourishing in West Germany, all patterned after the West Berlin Senate's "Jugend-club Berlin e.V." The clubs are simple to organize and support—and are astonishingly successful in combating juvenile delinquency.

In fact, municipal authorities prefer not to mention the subject of juvenile delinquency, because the entire emphasis of the youth "let's dance" juke box clubs is on the positive theme of wholesome recreation.

As a West Berlin Senate (the administrative branch of the city government) official commented, "We're not 'fighting' anything or anybody; we're simply helping our young people have fun—and having fun ourselves, too."

The idea basic to the Berlin plan is that local juke box dealers co-operate with municipal authorities and civic organizations in establishing coke-bar-type dancing clubs with juke box music. The dealers will supply the juke box, contributing maintenance as well as the box. Civic organizations co-operate with municipal authorities in selecting a suitable location, providing supervisory personnel and arranging financing.

Price details vary from city to city, but the basic idea is three-way co-operation among juke box dealer, civic groups and city authorities. In the city of West Berlin can support—in fact, should support—a number of such clubs, and this can be accomplished by pooling the resources of the various juke box producers and distributors in the area.

The West Berlin club occupies the quarters of a former "jazz cellar" (which city authorities abated as a nuisance) on Ahornstrasse, in the Steglitz district. A group of Senate officials co-operated with West Berlin youth authorities in taking over the Ahorn Street premises and refurbishing it as a coke-club dance spot with juke box music.

The club is open evenings Monday thru Friday. Entrance is free but restricted to holders of membership cards. Members under the age of 18 are required to leave at 10 p.m. The Berlin club has average evening attendance of 300 to 350.

The club is supervised by volunteers from the city youth welfare office, and the project is self-operated on a low budget with city-supplied funds.

This is the pattern followed in Munich, Frankfurt, Essen, Düsseldorf and other German cities.

It is good business for all concerned. It is an invaluable public relations gambit for the city, and it has proved highly effective in keeping youth out of dives.

Since the Berlin experiment took root there has been a sharp drop in press attacks on juke boxes, and criticism by municipal officials of so-called "juke-box hangouts."

The Ahorn Street experiment has been so successful in creating a "holmeson" juke box image that the music box is looked on as an ally of the city youth welfare department. This is not to say that such is the universal reaction, or that critics have ceased singing.

But it appears to sanguine industry public relation experts that the juke box is winning the critics and that, in the Berlin youth club, it has discovered a sure-fire success formula.

The Steglitz club is being duplicated by other boroughs of West Berlin, including Wedding and Lichterfelde. The formula is sufficiently flexible to that juke box dancing can be supplemented by other entertainment such as films, lectures and little theater plays.

And the idea is for export. Jürgen Jurzek, who supervises the Steglitz club, offers, "We would be glad to provide information about our club to American organizations. Our idea will work anywhere, the United States most of all, which is, after all, the home of the juke box."

ROBINSON DISTRIBUTING COMPANY, Rock-Ola outlet in Atlanta, recently completed a 500-mile road show kicking off the new Regis line. Major showings were held in Augusta, Macon, Columbus and Albany, Ga., plus the open house in the company's home office in Atlanta. Shown here at the Augusta showing are W. H. Cooper, Hub Music Company, and Jimmy Adams, Robinson.

'Wet' or 'Dry' Decision On Ballot in Cleveland

CLEVELAND—While the attention of the nation will be riveted to the presidential election tomorrow, Cleveland's music, games and cigarette operators will have one eye on the outcome of a local option measure in several precincts.

Local option is a precinct vote that, if passed, closes taverns selling liquor in that area. Six precincts in the city's populous 25th ward will vote "wet" or "dry."

The loss of a single tavern means a loss of at least three coin machines in each location, it is estimated. An operator here said that the loss of income for a three-machine location would amount to about \$2,400 for the year.

Joseph Abraham, head of Lake City Amusement Company, has been warning ward leaders, councilmen, a tavern association group and church members in these precincts to ward off the measure.

"We have tried to point out to the voters in those precincts that voting 'dry' would hurt all business activity in the area," said Abraham.

Closing bars thus an affirmative local option vote last year has since resulted in bootlegging in those areas.

Local option is a last resort of

irate citizens who find no other way to rid a precinct of an overabundance of drink spots. When a precinct votes "dry," the State Liquor Control Board revokes the permits to sell alcoholic beverages.

Freemasons in four wards last year voted to dry up nearly 100 bars and taverns. This has resulted in an estimated income loss to coin machine operators well in excess of \$100,000. It is estimated that each spot has an average of one music, game and cigarette machine.

Operators who would lose locations in the event of a dry-up vote tomorrow are J. R. Music Company, Associated Enterprises, J. B. Music Company, L. & L. Music Company, J. L. Music Company, O & O Amusement Company, Ken-O-Kent Amusement Company and Lescoo Amusements, Inc.

No Answer

Hyman Silverstein, president of Excel Phonograph Company, who lost five locations last year and maybe more after tomorrow's voting, said, "I've talked with taverns, owners and citizens of these areas in an effort to make them realize that local option isn't the answer to 'cleaning up' a neighborhood. But it's in the voters' hands now."

and Reno, Nev., to study coin-operated equipment and operations. Meetings for both Ainsworth and Cook were held with Joseph Duarte, Duarte International Sales Company, Jack Simon, Simon Distributing, both of Los Angeles, and Henry Leyser, Associated Coin Amusement Company, Oakland, Calif.

Ainsworth heads Australia's largest producer of vending equipment, Consolidated Industries, Ltd. In addition to making perfume and hair creme vendors, his company also makes cigarette machines from a single to eight columns. Other items are soon to be manufactured on customer orders.

Ainsworth's interest are varied. In addition to manufacturing vending equipment, he also handles the Wurlitzer line and Tonatoni of Germany. At this time, he is importing Seeburg electric cigarette machines, the first in the country.

The primary purpose of Ainsworth's visit is to obtain an agreement for the manufacture of items on a license basis and interest American producers in his factory in Australia of lesser volume items that could not be made here.

COINMEN WING BERMUDA WAY

MILWAUKEE—A group of 10 couples from all parts of the State left October 21 via Capital Airlines on the first leg of their trip to Bermuda. The trip was sponsored by United, Inc. Each couple qualified by purchasing a specified number of new Wurlitzers during the contest period, according to Harry Jacobs Jr., United, Inc., president. Accompanying the group as tour director are Mr. and Mrs. Harold Stark. He is a United, Inc., sales staffer.

IRRESISTIBLE!
SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

ARTIST OF
THE WEEK

IN FABULOUS 33½ HI-FI STEREO

Watch the mails for your invitation to our shows

WORLD EXPORT
WESTERN EXPORT
DISTRIBUTING
Davis
Exclusive Seeburg Distributors
735 East Erie Blvd.
Pawnee, N. Y. U.S.A.
Phone: CHANIE 3-1481

IRRESISTIBLE!
SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

ARTIST OF
THE WEEK

IN FABULOUS 33½ HI-FI STEREO

Operators and service personnel are cordially invited to showrooms during our Open House, Saturday, November 12, and Sunday, November 13.

G. K. GABRIELSON & CO., INC. (G. K. GABRIELSON & CO., INC.)
724 Memorial Drive, S. E. 2408 Main Street
Atlanta 16, Georgia Columbia, South Carolina

NOW . . . less than 6 months and 25 issues
after its May 2, 1960, introduction . . .

Thus, in record-breaking time, a major part of the West European market for music, records and automatics is getting all of the important U. S. news, reviews and chart data—and at the very same time that it is being read by American readers in the regular domestic issue of The Billboard.

1,069 PAID*
SUBSCRIPTIONS IN WESTERN EUROPE!

OCTOBER 17, 1960



The Billboard

OVERSEAS EDITION



Connie Francis, M-G-M Records' top singing star and America's No. 1 female vocalist, is shown being awarded a gold record of "Everybody's Somebody's Fool" by Joe Pasternak, producer of the new M-G-M film "Where the Boys Are," which features Connie in a leading role. Participating in the presentation are Henry Levin (left), director of the film, and Jesse Rave (right), vice-president of M-G-M Records West Coast operations. Connie's current disk, "My Heart Has a Mind of Its Own," reached the No. 1 position on The Billboard's Hot 100 Chart in only seven weeks and is presently riding high. She is represented on The Billboard's Top LP Chart with her album, "Italian Favorites" (52 weeks on chart) and "Connie's Greatest Hits" (22 weeks on chart). The Billboard rates her recent album, "Long Spanish and Latin-American Favorites," a "Spotlight winner." A favorite of European audiences, Connie makes a return visit to England October 20. She will play the London Palladium, appear on one-nighters and guest on British TV.

"It's a fact that the only real indication of a publication's value to its readers lies in their willingness to pay for it. For, in so doing, they show that they find it to be of genuine interest and value.



An Exciting New Advancement in Sound by

ROCK-OLA

for Wall to Wall Music

Now Every Location Can Have Concert Hall Realism. New Sound Reverberation Technique Gives Vibrant, Living Realism Never Before Heard in Recorded Music for greater listening pleasure.

Whether it's stereo or monaural music, in a large or small location, your customers will hear their favorite music come alive with a new depth and presence never before attained in recorded music.

The Rock-Ola (((REVERBA-SOUND))) produces the reverberating overtones which make every note, every sound come vibrantly alive in any type of location.

No more flatness or uneven levels. (((REVERBA-SOUND))) envelops the entire location with a new tonal depth for true, living presence sound to increase the play and your profits in 1961.

See Your Rock-Ola Distributor Today for a Regis Demonstration and the Story on These Other Great Rock-Ola Features

"TRI-FONIC" FLEXIBILITY
"3 phonographs in 1" at the flip-of-a-switch

\$3 1/2-45 RPM INTERMIX CHANGER
plays any record in any sequence for true flexibility

Plus... Many Other Outstanding Features Backed by the Rock-Ola Tradition of Quality and Dependability.

ROCK-OLA Manufacturing Corporation
800 N. Kedzie Avenue, Chicago 51, Illinois



Model 1488

ROCK-OLA
REGIS



The Truly Distinguished Phonograph

THE BEST FOR LESS

WALL BOX SPECIALS
 200 S.W. 8. \$72.50
 120 S.W. 8. \$72.50
 80 S.W. 8. \$72.50
 40 S.W. 8. \$72.50

PHONOS
 See-C \$325.00
 See-C \$225.00
 AMI C-120 \$325.00
 Q-160 Seaburg Q Write

UPRIGHTS
 Big Horn \$115.00

BINGOS
 Bigline \$55.00
 Broadway \$55.00
 Variety \$55.00
 Surf Club \$55.00
 Casino \$55.00
 Daytime \$55.00
 Point Maker \$295.00

ARCADES
 C.C. Racket Shuffle \$ 75.00
 Telefunken \$50.00
 2-Player \$150.00
 Basketball \$150.00
 Genco Metamaze \$150.00
 Ex. Shooting Gallery \$75.00
 The Carnival Gun \$150.00
 Keeney Ranger Gun \$150.00
 Undersea Radar \$95.00
 Speedway Bomb Sight \$95.00

Call, Write or Cable
 Cables: L3W102

Lew Jones Distributing Co.
 Exclusive Wurlitzer Distributor
 1381 N. Capital Ave. 1635 Central Pkwy.
 Indianapolis, Ind. Cincinnati, Ohio
 Tel: ME 9-5193 Tel: MA 1-8751

ROSEN BEST BUYS

SHUFFLE ALLEYS
 ADVANCE \$75.00
 BOWLER \$125.00
 CRUISS CROSS \$95.00
 CHIEF \$95.00
 CLIPPER \$125.00
 DELUXE \$245.00
 BOWLER \$245.00
 DIAMOND \$95.00
 EAGLE \$395.00
 FOUR GAME \$245.00
 FIRE BALL \$95.00
 LEAGUE \$95.00
 ROYAL \$95.00
 SUPER FRAME \$75.00
 TRIPLE SCORE \$50.00
 TRIPLE STRIKE \$45.00
 MYSTIC BOWLER \$75.00
 VICTORY \$75.00
 BANK SHUFFLE \$50.00
 BUMPER SHUFFLE \$50.00
 CRUISS CROSS \$50.00
 TARGET \$245.00
 BROW BALL \$150.00
 EXPLORER \$75.00
 FIFTH INNING \$75.00
 SHUFFLE TARGET \$50.00
 REBOUND \$50.00
 SHUFFLE \$50.00
 ROCKET SHUFFLE \$95.00
 ROCKET BALL \$95.00
 ROLL-A-BALL \$95.00
 SKEE BALL \$95.00
 SKEE SCORE \$145.00
 SKILL BALL \$95.00

All From Quoted Catalog P.O.B. Price
 ACT QUICKLY—ORDER TODAY
 Write—Phone—Write
 Get Top Complete Line
 ARCADES—GAMES—BINGOS
 RIDES—MUSIC—ETC.

DAVID ROSEN
 Exclusion A M I Dist. Co. Inc.
 835 N. Broad Street, WILM. 23, PA.
 Phone: CE 2-2202

When answering ads...
SAY YOU SAW IT IN THE BILLBOARD!

Herman Paster Slaying Victim

ST. PAUL — Herman Paster, head of Paster Distributing Company, widely known coin machine distributor, was shot in his home here October 28 by an unknown assassin. He died en route to a hospital.
 Paster, 57, was shot in the head, apparently from a .38-caliber pistol fired from outside the house.
 Paster's wife and his son, Arnold, 17, were both at home at the time of the shooting.

Mass. Studies New Cig Tax

SPRINGFIELD, Mass.—A proposed State law which would replace the present reporting system for cigarette tax payment by a stamp or meter system has been ordered to its third and final reading in the Senate as observers now predict it is very likely to pass.
 A substitute bill which would have directed further study of the problem was rejected by the Senate. The bill under consideration by the Senate (H-2909) would repeal the service discount of 1 per cent for vending machine operators and 1½ per cent for wholesalers.

Bulk Banter

Freddie Mohr, also a Chicagoan, in New York, Germany, Mike Mohr is a free-lance artist... Donald R. Davis, Best Vending Company, Broad Channel, New York, is currently in throes of expansion, going to a new 91-foot-long building—about three times the size of present quarters. Davis is a newcomer to NVA. His reasons for joining beat repeating: "Since we are in the business for bread and butter, we better way to keep up with what is going on and for us also to contribute to the industry itself than to join NVA; also these going on with the legislative bodies here and abouts tend to alarm me. According to the laws they are considering, I would assume that I should be a rich man, unfortunately my bank balance says differently."

Expansion is all right for some people, but Morris Barnes, Rocket Vendors, Detroit, feels "you have to do it yourself." Barnes specializes in capsule vending through supers, and feels a oneman operation is the only answer to effective control... Conventions have a bad connotation to Ray Greiner, Northwestern Corporation. He was attending the National Automatic Merchandising Association Convention in Miami Beach recently, when he was called back to Morris, Ill., because of the death of Northwestern president, Waldo Bolen. Back in April Ray was attending the National Vendors Association convention in the Great Bahamas Islands when he got word that the Northwestern factory burned down. Greiner was one of those burdened by Bolen's death, having been associated with him for more than 30 years.

ANCHORS Aweigh!
 Write us for a course in the art of the...
 Navy...
 Navy...
 Navy...



SUPER JUMBO is the new Bally Manufacturing Company upright game. The game is a multiple-coin unit incorporating the new three-in-line "Score-o-Scope" flasher. It is a modernized version of the Bally Jumbo, first introduced in the spring of 1959. Old favorite animal symbols are featured, together with advancing scores and advancing arrows. Bally is also in production on Jamboree, another upright game bowed earlier.

Wurlitzer Sales Decline Slightly

CHICAGO—Wurlitzer reported second quarter (July, August and September) sales of \$8,562,057, down 7 per cent from \$9,184,487 in the same period last year. Net earnings, however, went up to \$165,071 or 19 cents per share on 887,722 shares of common stock compared with \$150,298 or 17 cents per share on 885,786 shares for the same quarter a year ago.
 Sales for the first six months (April through September) were \$16,094,528, down 4 per cent from \$16,732,265 last year. Net earnings were \$244,498 or 28 cents per share, compared with \$268,346 or 30 cents per share for the same period last year.

NVA Miami Meet

besive hack which may be attached to the clothing or body.
 The Two-Faced Kings come in six varieties. The picture right side up and the picture upside down show such contrasts as a man laughing or frowning, or a bald-headed or bearded man.
 The Cat's Eye Ring comes with or without rhinestone eyes. Without the rhinestones, the eyes have a sparkling effect.
 Lobell Chairman
 Convention chairman for 1961 is Koll Lobell, Leaf Brands, while Harold Foltz, Long Island, N. Y., operator, heads the publicity and ways and means committee. Dick Gibbs, Du Greiner, is exhibit chairman, and Bob Guggenheim is program chairman.
 The three other members of the convention committee are Dick Rollins, Cramer Gum; Leo Leary, Leaf Brands, and George Eppy, Samuel Eppy & Company.
 The convention committee meets next in New York during November.
 Kicking off the meeting was a showing and brunch sponsored by Ringmaster Charms, with Lyle Becker is host.

CLEAN ARCADE GAMES FOR SALE

15 Bally Banting Practice	\$280	1 Chi Coin Twin Hockey	\$140
2 Bally Big Inning ..	160	1 Williams Short Stop.	195
1 Bally Jet Bowler ..	160	2 Chi Coin Rocket Shuffle, 2 player ..	140
1 Genco Quarterback	55	2 Chi Coin Rocket Shuffle, 1 player ..	100

★ DEPOSIT, WRITE OR CALL
STAR SUPPLY CO.
 7855 Stony Island Ave., Chicago 49, Ill.
 Telephone: BAyport 1-1616

Valley 6-POCKET POOL TABLES

Appeal that makes all rooms—and all locations—profitable...
 Quality that eliminates costly "down" time!
 Also: Model "7450" 6-Pocket and BUMPER POOL®
 See your Distributor or write direct
SALES COMPANY
 Sales Affiliates, Valley Mfg. Co.
 333 MORTON STREET, BAY CITY, MICHIGAN • TWimbrook 5-8587

IRRESISTIBLE! SEEBURG FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE
ARTIST OF THE WEEK
 IN FABULOUS 33½ HI-FI STEREO

All operators invited to our special showing, Sunday, Nov. 13th.
S. L. LONDON MUSIC CO., INC.
 3130 W. Lisbon Ave. Milwaukee 8, Wis.
 Phone: DI 4-3220

Laundromats OK Stops For Cig Units, Games

DENVER — While phonograph installations in self-service coin-operated laundries did not work

chines of various types, reports Jack Arnold, president of American Amusement Company here.

Arnold was alert to the possibilities represented by coin-operated laundries almost as soon as these conveniences began blossoming out in almost every section of the Colorado capital. The laundry locations, without exception, show a lot of reasons why amusement machines can be successful, according to Arnold. For one thing, they are clean, bright, attractive spots, usually with plenty of parking space nearby. The housewives who frequent them normally can count on spending an hour or two at the spot, while their laundry goes through the washing cycle, then into the dryers—and can use a bit of entertainment in the process. Going farther, Arnold pointed out, there has been a trend toward "laundry clubs" whereby groups of women from a specific neighborhood get together, and arrive in large numbers, to make an afternoon of social chit-chat out of what would otherwise be simply a chore.

In the space of a little more than two years, laundromats have zoomed up from half a dozen to more than 175 in the Denver area, most of them already using coin-operated soap dispensers and coin changers, which means that almost everyone patronizing them will have the appropriate change on hand.

American Amusement Company's first tests in the automatic laundry field had to do with phonographs, which were spotted in some of the better areas where there were between 150 and 250 people per day. While the phonographs proved moderately popular, it was found that the almost complete absence of teen-agers and younger people meant that there was not enough demand for music to justify the presence of the machine.

Currently, after a six-week test of phonographs justified his prognostications, Arnold is busily installing cigarette vending machines,

which, however, are being limited to laundromats which have an attendant of sorts on duty during all operating hours. Amusement machines are planned for some of the other spots. To overcome expected resistance from location owners in the matter of installing the vending equipment and amusement equipment, American Amusement Company has a real ace in the hole. This is willingness to refinish machines to match the color scheme of the spot. Typical cigarette vendors, for example, have been finished in flat white enamel, which, of course, is duplicated in automatic washers, dryers, shelving, and furnishing thruout the laundromat. Others have been done in soft blue, pink, green, with paint matched to the same formula used by the manufacturer of the laundry equipment.

Cigarette vending in such locations would be an impossible thing if it were not for the fact that many of the spots concluded there is no point in remaining open after midnight, according to Arnold. Most of them have worked out some type of low-cost supervision pro-

gram, such as hiring local housewives in shifts to help customers use the self-service machines, to handle alterations, repairs, and remain until closing time. This, of course, would do away with the admitted danger of the machines being carted bodily out of the locations, which would be bound to happen in the small hours of the morning, with no surveillance.

The best means of determining locations in this new field is simply getting out and visiting the coin ops, talking it over with the owners and determining which of them will show enough traffic and return to make it worth-while, Arnold said. One of the factors which has developed is the large number of people who run out of cigarettes late at night, and who find it difficult to locate a vending machine without traveling long distances from their homes. Since most of the laundromats are out in residential areas and present no parking problem, cigarette customers will see a place where the local laundromat is a handy place to buy cigarettes at almost any hour, and take advantage of the convenience.

IRRESISTIBLE!

SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

ARTIST OF THE WEEK

IN FABULOUS 33 $\frac{1}{3}$ HI-FI STEREO

Come in and see it at our special showing, Sunday, November 13, at the George Washington Motor Lodge, Valley Forge, Pa.

EASTERN MUSIC SYSTEMS CORP.

334 N. Broad Street

Philadelphia 2, Pa.

WANTED

20 SUN VALLEYS

MUST BE CLEAN AND IN GOOD WORKING CONDITION

Write

THE BILLBOARD, Box #112

188 W. Randolph St.

Chicago 1, Ill.

UNITED'S BOWL-A-RAMA



THE GREATEST COIN-OPERATED BOWLING GAME EVER PRODUCED

SPECTACULAR EARNINGS

WELCOME EVERYWHERE

HIALEAH

AMUSEMENT GAME



A Really New Single Coin Upright

- ★ Far Wider Player Appeal
- ★ It's Really Fun to Play
- ★ Always a Winner—Across the Board
- ★ Pick Your Partners—Pick Your Horse—Play the Game
- ★ 5c, 10c or 25c Play—Up to 7 Can Play
- ★ Daily Double Scores Double on Red Light
- ★ 55" h. x 28" w. x 19" d.

IF YOU RUN UPRIGHTS.. You'll Want This One!

See BOWL-A-RAMA
Now at

Empire COIN MACHINE EXCHANGE
1012-14 MILWAUKEE AVE., CHICAGO 27, ILL. Phone: EVERGLADE 4-2000
DETROIT BRANCH—7743 Puritan, Detroit, Mich. Tel: Diamond 1-5800

See HIALEAH
Now at

Disks, Jukes Are Top Pair For Belgians

ANTWERP, Belgium — Many activities under one roof characterizes many Belgian juke box distributorships as exemplified by Antwerp's big Rock-Ola agency headed by George Charlier here.

Completed early this year, the Rock-Ola distributorship is located on two floors in the downtown district in a recently remodeled, ultra-modern building. On the first floor, facing Antwerp's big central square, is a complete retail record store, carrying an inventory of over 10,000 records emphasizing (as do most European stores) American 45 r.p.m. disks. With a crew of two on duty, the retail store ties its merchandising operations closely with the music menu being presented on the city's juke boxes.

Upstairs, on the second floor, there is the usual showroom for Rock-Ola phonographs, which averages around 10 boxes, all but one of them stereo. Colorful, eye-catching backgrounds are used. Each of the models appear on elevated stages, and wall-to-wall posters, explaining in both French and Flemish, Belgian's two national languages, the advantages of stereo music.

One Stop

Most surprising is the big self-service one-stop located on the left wall of the store, occupying around 35 per cent of the showroom space. Here a U-shaped series of wall racks displays another 10,000-record inventory, in this case, for the benefit of Belgium's operators who are, for the most part, owners of restaurants, cafes and bars. They buy their own machines, choose their own music and depend upon Rock-Ola for service.

A cashier is seated in the center of the U in a cylindrical desk, where she can swivel to face any customer. The one-stop is separated from the juke box show-room by a slatted partition.

The three operations, plus the service department, tie in closely, according to Charlier.

Belgium is in excellent economic

IRS: NO CHANGE IN TAX STRUCTURE ON COIN POOL

WASHINGTON—The Internal Revenue Service has not changed its stand on taxes relating to pool and billiard tables. When informed by The Billboard last week (3) that operators in some areas of the country were of the opinion that the regulations had been changed, an IRS spokesman said that the general rule is this: If a pool or billiard table is more than 45 inches long and has no bumpers or obstructions on its surface, it is subject to the 10 per cent manufacturers' excise tax, and the \$20 occupational tax on such devices, whether or not it is coin-operated. If a table is less than 45 inches long or has bumpers or obstructions on its surface, it is subject to the \$10 excise on amusement devices whether or not it is coin-operated, and is not subject to the manufacturers' tax.

Wico Introduces New Reverb-Sound Juke Kit

CHICAGO—A sound reverberation kit for juke boxes is being introduced by the Wico Corporation. The unit is designed to produce a reverberation and reflection of sound similar to that experienced in live performances.

Selling for \$44.95, the kit is adaptable to all makes and models of coin-operated phonographs and can operate on either stereo or monaural machines.

The Wico kit has its own seven-tube amplifier, fully variable control and transformer. The reverberation sound concept is similar to the principle already a part of the new Rock-Ola line called Reverb-Sound.

Specifications of the Wico kit: 117 volts, a.c.; input, seven ohms; output, seven ohms; power output, seven watts; power consumption, 35 watts, automatic volume limiting, patented reverberation chamber, weight, six pounds; size, 16 1/2 by 4 by 6 1/2 inches.

Detroit Still Sweats Dime

DETROIT—Means of introducing dime play dominated the October meeting of Music Operators, Inc., here last week. Operators also discussed promoting juke box play via point-of-sale methods.

Dime play is still a rarity in some areas here, the MOI secretary, Erwin B. Moss, indicated that most operators were sending new machines out at the 10-cent figure.

The Detroit operator group is also planning to hold a social gathering in the near future.

condition and is attracting more tourists than at any time in its history. It is possible for a \$2,400 photograph to pay for itself in slightly less than a year and a half.

UMC Reports Earnings Up

ST. LOUIS—Universal Mach Corporation reported net income for the first nine months of 1960 of \$4,621,000, an increase of 25 per cent over the same period last year.

Earnings per share of common stock were 93 cents for the period, compared with 74 cents in 1959. Sales hit \$62,899,000 compared with \$54,204,000 a year ago.

Announcement came from Universal president John L. Wilton. The figures do not include those of the Glenco Corporation, Muncie, Ind., acquired recently by Universal.

"Profit-Makers" from

chicago coin

- DUCHESS BOWLER
- DUKE BOWLER
- 6 GAME BOWLER
- PONT EXPRESS RIFLE GALLERY

CHICAGO SYNERGIC INDUSTRIES, INC. 1723 W. DIVERSEY, CHICAGO 14

IRRESISTIBLE!

SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

ARTIST OF THE WEEK

In Fabulous 33 1/3 Hi-Fi Stereo. Come in and see it this weekend!

J. & J. DISTRIBUTORS, INC.

1327 N. Capital Avenue Indianapolis, Ind.

Phone: MEtrou 4-3571

TRY OUR FINE RECONDITIONED MUSIC

AMI	ROCK-OLA	WURLITZER
I-120 \$545.00	1471 \$475.00	2150 \$395.00
N-300 \$550.00	1448 \$450.00	2000 \$395.00
N-120 \$450.00	1448 \$450.00	2304 (S) ... \$625.00
WQ-300 WS 69.50	(N or S) .. \$75.00	

GIVE TO DAMON RUNYON CANCER FUND



Fischer

POOL TABLES

STANDARD OF QUALITY

IMPERIAL, "T" & DELUXE POCKETS & BUMPED BILLIARDS

At your distributor or call Bill Wirtzel

FISCHER Sales & Mfg. Co.

Wirtzel Bldg., Box 226, Mechanicsville, Illinois

SPECIAL!

ABC BOWLERS

★

UNITED BOWLING ALLEYS

\$135.00 ea.

Write for complete price list of all coin operated games.

Scott Crosse Co.

1641 No. Broad Street Philadelphia, Pa.

Center 6-4444

BLAZE THE WAY WITH

ALL STARS WILD

WILD WILD WILD WILD



TRAIL BLAZER

New Compact Cabinet

NEW PLAYER APPEAL

MAGIC VIEWER

Depth Perception

HEIGHT 53" WIDTH 24"-DEPTH 16"

SHIPPING WEIGHT 146 LBS.

• TERRIFIC EARNING POWER

• LOCATION TESTED

MANUFACTURED BY

GAMES, INC.

2950 NORTH CAMPBELL AVENUE CHICAGO 18 ILLINOIS

Phone COmstock 7-8800

Originators of Electric Upright Free Play Games

REX-BILOTTA

proudly present
THE WORLD'S MOST BEAUTIFUL
CONSOLETTTE
"THE BARON"

TERRITORIES OPEN—DISTRIBUTORS, WRITE

REX-BILOTTA CORP.

821 So. Salina St.

Syracuse 3, N. Y.

IRRESISTIBLE!
SEEBURG
FOR 1961

**PERSONALIZED FOR
TOP LOCATIONS!**

FEATURING EXCLUSIVE

**ARTIST OF
THE WEEK**

IN FABULOUS 33½ HI-FI STEREO

Come in and see it this weekend!

The SEEBURG DISTRIBUTING CO.

2920 W. Pica Blvd.

Los Angeles 6, Calif.

Phone: REpublic 1-9261

E. Pa. Group Re-Elects Slate

NORRISTOWN, Pa. — The Eastern Pennsylvania Amusement Machine Association re-elected its entire slate of officers at its meeting at the General DeKalb Inn here October 19.

J. J. Smith, who has headed the group every year since its inception, was once again returned to the president's chair. He had no opposition.

Bernard Miller was named secretary-treasurer once more, while the three-man board of directors, consisting of Sam Daub, Sam Schanher and Ed Leopold, were also given new terms.

The election took up most of the meeting and no other business was transacted. Business Manager Harry Sablosky conducted the balloting. The group, consisting mostly of operators in suburban Philadelphia, meets the third Wednesday of each month at the General DeKalb Inn.

Conn. Ops Slate Nov. 10 Meeting

HARTFORD, Conn.—Industry problems and new types of games will be discussed at a general meeting and banquet of the Music Operators of Connecticut Thursday (10) in the Hotel Bond's English Room. The meeting gets under way at 7:30 p.m., followed by dinner at 8. Members are urged to attend. Congressman Daddario and Attorney Joseph Burns will brief members on the latest news of problems affecting amusement games and vending machines.

Harry Mabbs Retiring

CHICAGO—Harry Mabbs, with D. Gottlieb & Company 14 years and more recently with Williams Electronic Manufacturing Corporation for nine years as a designer of coin games, retired November 1. Mabbs will move to Hollywood, Fla., and hopes his industry friends will keep in touch with him there.

France Ready for Boom

Continued from page 71

shing candor that they face an uphill fight against American competition, particularly from the U. S. "big three"—AMF, Rock-Ola and Wurlitzer, which have Continental Market production facilities.

The tip-off in this respect is pinball machines. Industry sources estimate that 85 per cent of French coin game locations either have American equipment or intend ordering it. They joke that the best known American in France is not J. Paul Getty, the oil billionaire, but "Mr. Gottlieb," whose flippers are seen everywhere. The same can be said for other U. S. game producers. Taking their cue from the U. S. flipper success story, French juke box producers lately have been stepped-up sales promotion campaigns aimed at the domestic and European markets.

Revamp Models

There is simultaneous effort to revamp and rejuvenate French juke box models to enhance their competitive position against the awaited U. S. influx.

The most astute French observers tend to take a related view of the impending competition for the domestic market. They believe there is a large potential juke box market still to be exploited. France has around 15,000 juke boxes, an absurd total when compared to West Germany, Britain and even little Belgium.

These observers feel that the potential French coin machine market is big enough to allow the co-existence of domestic producers with American competition.

Sat On Out

As one French coin machine expert summarizes, "Protection hasn't really helped us, if you take the broad-brush view. It has merely encouraged us to be lazy and rest on our backides."

Perhaps significantly, French manufacturers attach little importance to West German competition, although the West Germans now will gain access to the French mar-

ket on the same terms as U. S. manufacturers.

"We can hold our own without trouble against German equipment. Our real competition is from the U. S. and more over, etc.," one of the officials of a major French music box concern conceded.

Majority U. S.

What he meant was this: Even during the French economic crisis, the majority of French coin games and juke boxes were of American origin. So many that the French government had to allot scarce dollar exchange for replacement parts.

Between 1953 and 1956, for example, the maintenance and replacement of parts for American coin-operated equipment became a problem of such magnitude that it threatened substantial unemployment.

The French government then backtracked somewhat on its import ban. Coin machine concerns able to demonstrate they were threatened with unemployment received allocation of dollar credits to import spare parts from the U. S.

Few Operators

The field for expansion of the French coin machine industry is indicated by the fact that there are only 1,200 operators in this country, compared with 5,000 in West Germany. Coin machine factories and affiliated industries employ only 2,000 persons.

Not only is the number of operators small, but the number of machines per operator is small compared with the German scale. The average operator has between 10 and 25 machines. Sixty machines is considered a large number, and there are but a few French operators with over 100 machines.

In Paris, to illustrate, there are around 5,000 machines, 1,350 juke boxes and 3,700 pinball games. Ten per cent have been in operation for under two years, but the remaining 90 per cent is vintage equipment, produced between 1953 and 1957.

This bundle of statistics seems to add up to a single conclusion: France is ripe for a juke and coin game boom, powered by U. S. equipment.

NAMA Cig Panel

Continued from page 71

pointed out that 90 per cent of the locations with cigarette machines have the automatic merchandisers for one reason—to prevent pilferage.

He also pointed out that when a cashier looks away to sell a customer a pack of cigarettes, a customer can walk out of the door without paying his check.

The operators debated methods of discouraging locations from buying their own machines.

Several operators will offer to repair or buy back the machine once the location has made the purchase. Then they sit back and wait for the location owner to become disenchanted.

Another operator suggested a method of forestalling a sale to a location. He will tell the location that all commissions on the existing machine will be put aside, and if the location owner still wants to buy the machine, he can.

Still another operator says he will offer to loan the machine to the location for 90 days. At the end of that period, the location owner generally decides that the idea to buy the machines wasn't such a good one.

WANTED

Man to service Seeburg Music and Rally
Singing. Call

JOHN WASSICK

London 2-2114 Morgantown, W. Va.

ANOTHER ORIGINAL OUTSTANDING GAME by Keeney

Recognized Originator and Leader in the Manufacture of Uprights ...

for Long-Run Earnings—
insist upon Keeney's
original Panoscope

**Keeney's
SWEET SHAWNEE**

Another original outstanding "Panoscope" game by Keeney, the recognized leader in the manufacture of upright games. Keeney's Sweet Shawnee maintains consistent scoring averages, the result of thousands of hours of painstaking engineering and development. This guarantees steady, consistent profit margins that are obtainable only with Keeney upright games. Accept no substitute. Operate Keeney's Sweet Shawnee now.

HEAP BIG PROFITS—YOURS!

Operates on Nickels, Dimes, Quarters thru a single coin opening—
Simple Plug Adjustment for Single or Multiple Coin Operation

for amusement only

J. H. KEENEY & CO. INC., 2600 W. FIFTIETH ST., CHICAGO 32, ILLINOIS, Telephone HEMlock 4-5508

ALSO DELIVERING: Single Coin, 7-Coin Multiple and Twin Red Arrows NOW!!!

Order
TODAY!

Vend'g, Games to Be Shown at MOA Meet

MIAMI BEACH, Fla. — The board of directors of the Music Operators of America, at its meeting here last week (see separate story) voted to accept bulk vending, full-line vending and amusement game exhibitors at its 1961 convention.

However, only games which come under the \$10 federal tax stamp classification will be allowed to be shown. The board also agreed that the final day of the convention will be devoted to a forum on the relationship between the music machine and phonograph industries.

Wednesday (2) the MOA board wound up its deliberations with a joint meeting with the Florida Music Operators Association. Ben Rogers, of the Chicago's Public Relations Board, was the guest

C. Camp Sells 3 Firms to Ex-Wife

MEMPHIS—Clarence A. Camp, long-time coin machine operator and one of the pioneers in the industry here, has sold three coin and related enterprises which he founded and developed to his ex-wife, Celia G. Camp. Sale price was not given.

The companies Camp sold were Music Systems, Inc., background music company; Joy Rides, Inc., Manufacturer of coin-operated horses, and U-Test-Um, Inc., manufacturer of machines to test radio and television tubes.

Camp still heads Southern Amusement Company, distributor and operator, as president.

speaker. The PRB has been retained by the Coin-Machine Council, the industry's public relations arm, as counsel. About 35 Florida operators attended the joint session.

Committees

Chairmen and committees for the 1961 conclave were named at the meetings. Convention chairmen are George Miller and Ed Ralajack. On the convention committee are Lou Casola, Willie Blatt and Jim Toliano.

Jim Hutzler is chairman of the banquet committee. He will be assisted by Lou Pinckel, Paul Brown, Howard Ellis and Tom Greco.

John Wallace heads the entertainment committee. Also on that committee are K. Cormey, Carl Pavesi and William Hurlinger.

On the registration committee are Harlan Wingrave, Les Monoth, Vic Ottergren, Herbert Tonnell, Ralph Ridgeway, and Joe Sill, chairman.

The finance committee consists of Carl Pavesi, William Cannon, Frank Fabiano and Al Denver, chairman.

John Fling is chairman of the membership committee, assisted by Pete Geritz (Denver operator elected to the board last week), Ted Nichols, C. Tashima, Gordon Stout and Irv Linderholm.

Jake Friedman, Gabe Orland and Al Denver are on the program committee, while the forum committee, chaired by Norm Gefke, includes Clint Pierce and Harry Snodgrass. On the attendance committee are Willie Blatt, Leon Taksen, Tom Winthorn, Joe Lederman and Maynard Hopkins. The reception committee consists of Max Hurvich and

Bally Appoints Central Music

CHICAGO—Central Music Distributing Company, 1209 Douglas Street, Omaha, was named Nebraska regional distributor by Bally Manufacturing Company. Central is headed by Lou Singer.

Suggests \$50 Fee For Phonos, Pins

MANCHESTER, Conn.—Owners of juke boxes, pinball machines and other amusement devices in this city of 50,000, some 10 miles east of Hartford, may have to pay a \$50 licensing fee for each machine, if a suggestion by General (Town) Manager Richard Martin is approved by the Board of Town Directors.

Town Assessor P. Joseph Murphy has informed Martin that such a yearly licensing fee recently went into effect in the town of Berlin, Conn., some 12 miles southwest of Hartford.

Martin has discussed the matter with the directors, and, presumably the proposal will be placed on the agenda of an upcoming board meeting.

According to a survey of State towns obtained for Berlin officials, Manchester does not license such machines now, contrary to practice in many other communities.

In a memorandum, Martin asked whether the board "would like to consider an ordinance that would regulate juke boxes and shuffleboards and fix an annual license fee for them." Martin told inquiring newsmen that the directors might like to consider pinball machines, too, or any other amuse-

IRRESISTIBLE!

SEEBURG

FOR 1961

PERSONALIZED FOR TOP LOCATIONS!

FEATURING EXCLUSIVE

ARTIST OF THE WEEK

IN FABULOUS 33 $\frac{1}{3}$ HI-FI STEREO

Come in and see it at one of the following locations:

BALTIMORE, MD. Sheraton-Baltimore Inn Sunday, Nov. 13	NORFOLK, VA. Admiralty Motor Hotel Wednesday, Nov. 16
RICHMOND, VA. Hotel Wm. Byrd Friday, Nov. 18	ROANOKE, VA. Hotel Roanoke Tuesday, Nov. 22

EASTERN DISTRIBUTORS, INC.
140 W. Mt. Royal Ave. Baltimore 1, Md.

when answering ads . . .

Say You Saw It in The Billboard

GOTTLIEB'S KEWPIE DOLL



"Step Right Up—Try Your Skill"...

... "everyone's a winner", profit winner, that is. Amusement Park flavor coupled with "knock 'em down again" appeal spells repeat play time after time.

See these KEWPIE DOLL features at your distributor today:

- 5 Ducks and 5 Rabbits illuminated in lite-box "Shooting Gallery"
- Hitting off targets lights 1 KEWPIE DOLL and re-lights targets
- Special score for lighting 4 or more KEWPIE DOLLS
- Lighting KEWPIE DOLLS lights holes for super special score
- Ball going out spots up to 5 targets
- Side rollovers spot Rabbits or Ducks • Score to Beat Panel • Match feature
- 2 super-powered skill flippers • Coin-box with locking cover



D. Gottlieb & Co.
1148-30 N. KOSTNER AVENUE • CHICAGO 31, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!





Bally
presents the greatest combination
of money-making play-appeal in history

SUPER JUMBO

amusing SCORE-A-SCOPE circus parade flash
popular multiple play, advancing scores
advancing arrows, solo spot scoring

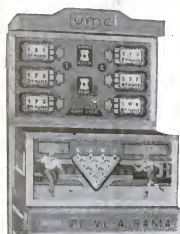
SMARTLY STYLED
MARBLE-TONE CABINET

31 in. wide, 18 in. deep
56 in. high
FOR AMUSEMENT ONLY

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

a festival for operators!

UNITED'S



BOWL-A-RAMA

Terrific Earning Capacity

- ★ OPERATES EVERYWHERE
- ★ PAYS FOR ITSELF QUICKLY

★ LONG
OPERATING LIFE

Real Bowling
Play Appeal

1 to 6
Can Play

TOP SCORE
300
JUST LIKE
REGULATION BOWLING

Automatic
PIN-SETTER

High-Speed
SCORE TOTALIZERS

25¢
COIN MECHANISM

STANDARD SIZE

20 FT. LONG; 3½ FT. WIDE; 6½ FT. HIGH.
Shipping Weight (crated) 1250 lbs.
4 FT. and 8 FT. SECTIONS ARE AVAILABLE
TO INCREASE LENGTH TO 24 FT. OR 28 FT.

Order From Your UNITED DISTRIBUTOR Today!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UNCO

NEW

SEEBURG
HI-FI IN STEREO

**NATIONAL
SHOWING**

**NOV. 12 & 13 AT
YOUR SEEBURG
DISTRIBUTOR**

RESISTIBLE

**... WITH
THE DYNAMIC
COAST-TO-COAST
LOCATION
SENSATION**



ARTIST OF THE WEEK